DEFENSE LOGISTICS AGENCY

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Joint Medical Acquisition Talks (JMAT) 2026

July 14-15, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Welcome and Opening Remarks

Rachel Ganaway
Director – Strategic Initiative Group
DLA Troop Support

William Kenny

Executive Director, Contracting and
Acquisition Management
DLA Troop Support

Brett Scheideman

Acting Deputy CAE
Defense Health Agency

COL. Chad R. Handley

Director – Medical Supply Chain
DLA Troop Support

DEFENSE LOGISTICS AGENCY

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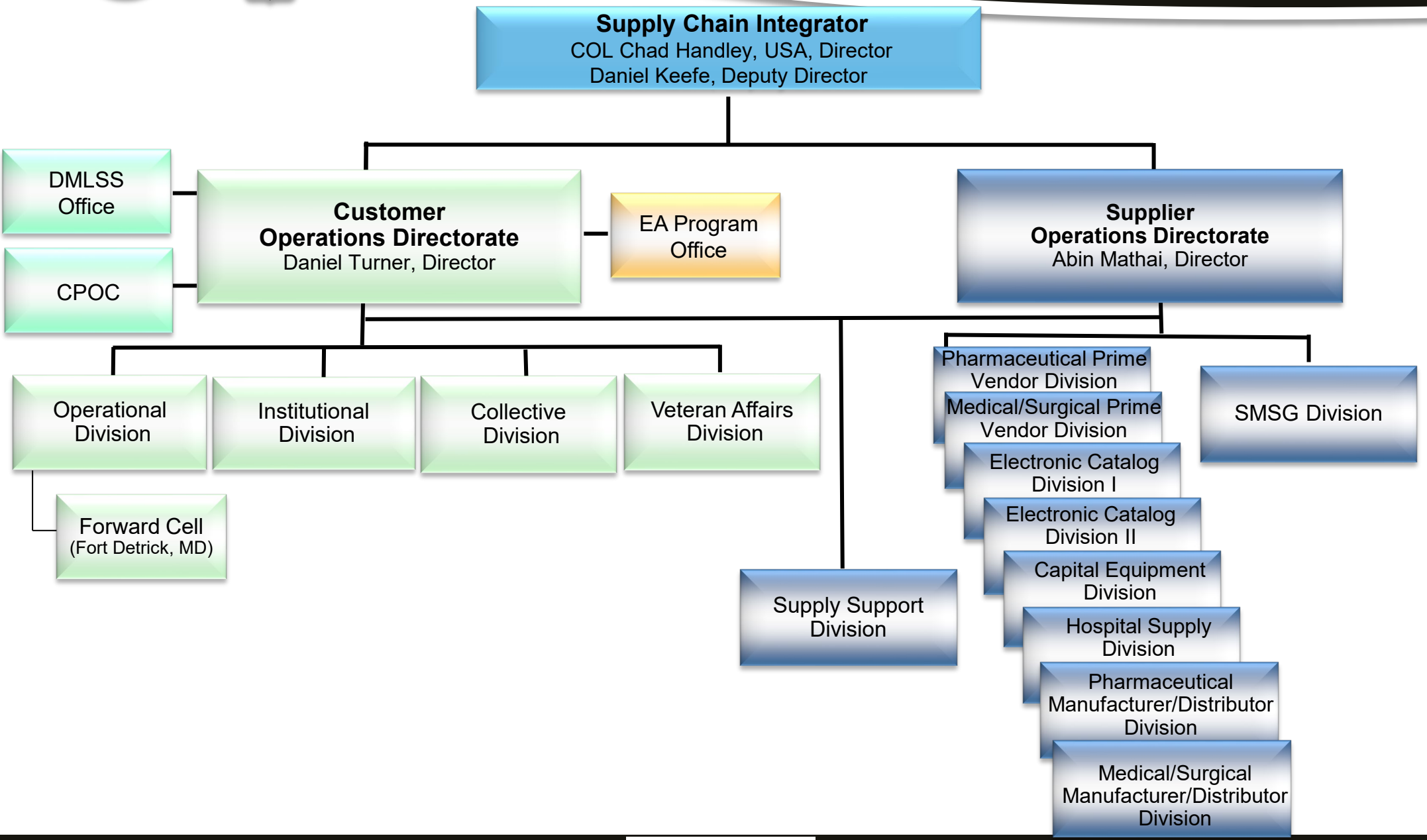
Overview

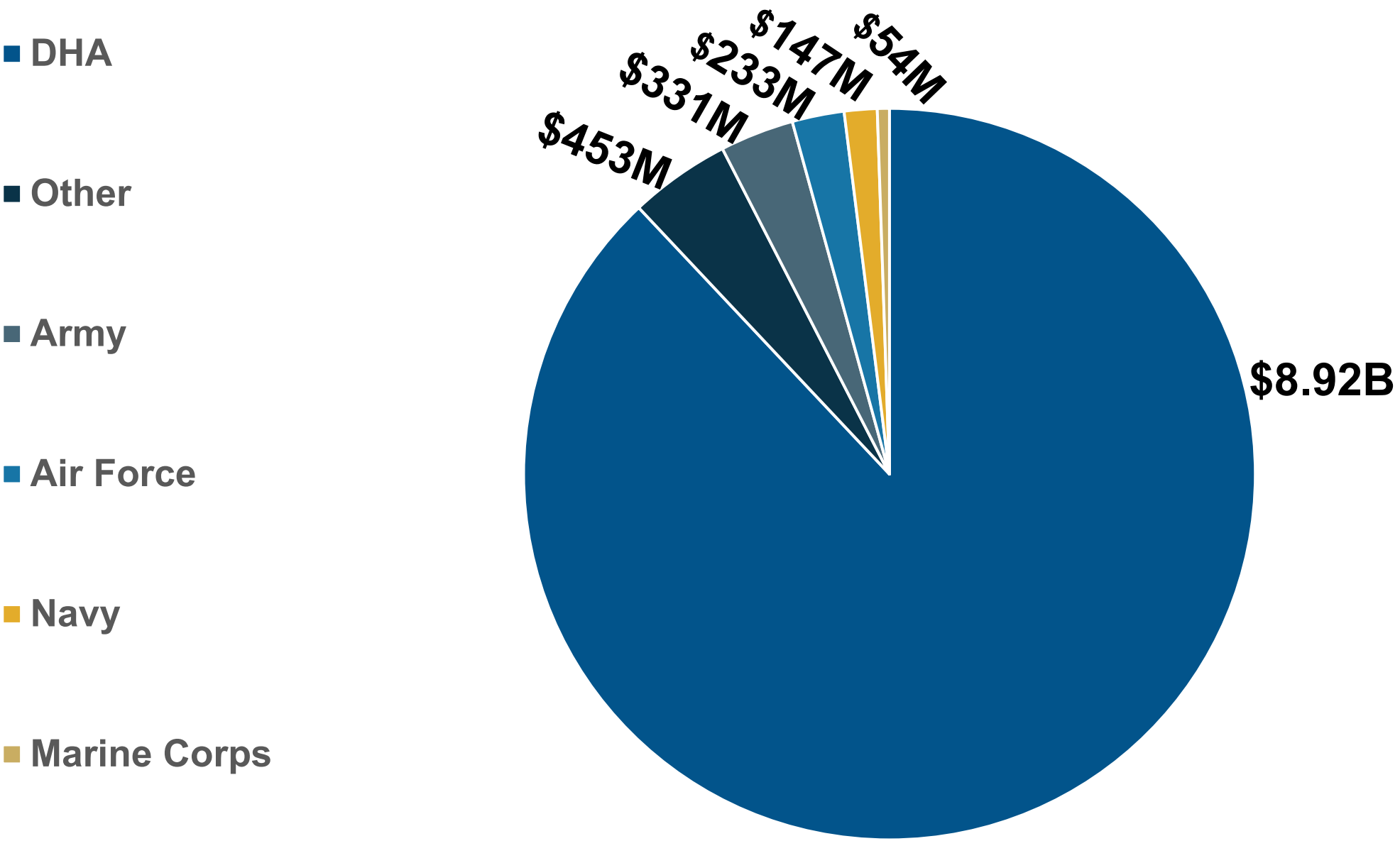
Rachel Ganaway
July 14, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

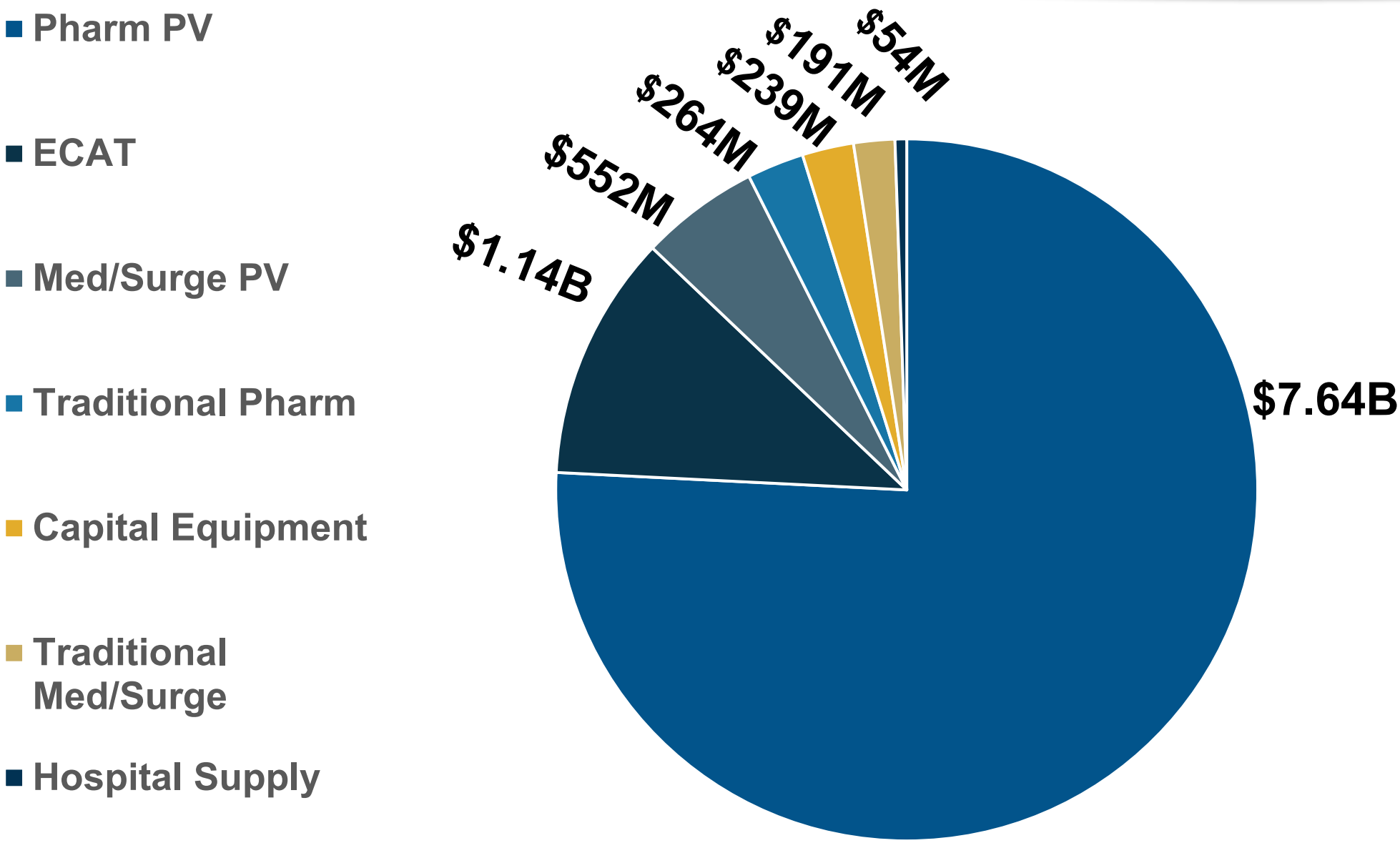
Medical Supply Chain



FY25 Medical Sales by Customer
$10.1B



FY25 Medical Sales by Division
$10.1B



Capital Equipment Division

Capital Equipment Division - FSD

Michael Rettano

Anthony Giunta (KO) – FSDC

Diagnostic X-Ray – FSDA

Mario Buonanoce
Diemhong Walters (KO)

Turnkey – FSDB

Cheryl Zekas
Zahkiyah Taylor (KO)

Critical Care – FSDC

Neil Hilton

Ft. Detrick – FSDD

John Jackson
Christina Heller (KO)
CW3 Nomar Diazlebron
CW3 Sarah Reeb

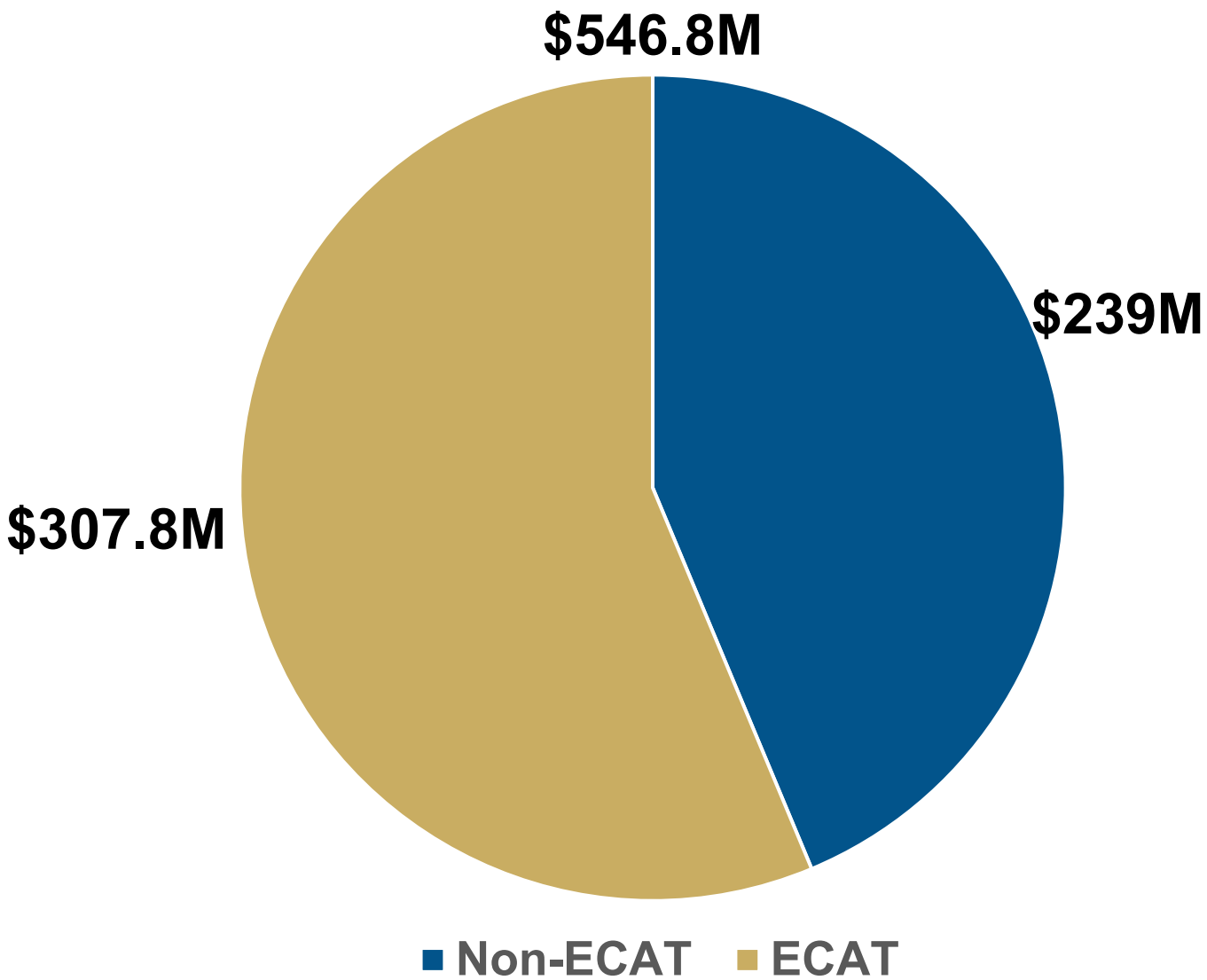
Capital Equipment Programs

- Contract Information
  - Multiple Award Contract Programs
    - Indefinite Delivery, Indefinite Quantity (IDIQ)
    - Requirements are Competed
  - Manage Approximately 100 Contracts
    - 300-400 Manual Delivery Orders Placed Per Year
- Programs
  - Radiology and Imaging
  - Patient Monitoring and Capital Equipment (PMCE)
  - Digital Networking-Picture Archive Communication Systems (DIN-PACS)
  - Radiation Therapy
  - Non-Commercial Medical Equipment (NCME)
  - Corporate Exigency Contracts (CEC)
  - Equipment ECAT

Capital Equipment Product Lines

Diagnostic X-Ray FSDA	Turnkey FSDB	Critical Care FSDC	Ft. Detrick Contracting FSDD
• X-Ray • Cardiac Cath • Angiography • Nuclear Medicine • Ultrasound • CT/MRI • Patient Monitoring • Anesthesia Systems • Vital Signs Monitors	• DIN-PACS • Cardiology PACS • PACS Dictation Systems • Medical Lasers • Dental X-Ray – panoramic and cone beam • DIN-PACS Maintenance	• Integrated Operating Rooms (IOR) • Defibrillators • Ventilators • Deployable Oxygen Systems • DaVinci Robotic Surgery Systems • Contingency Contracts	• Radiology Maintenance • Radiation Therapy • Pharmacy Automation

FY25 Capital Equipment Sales
$546.8M



Partnerships and Roles

- Partner with Veterans Affairs (VA)
  - Radiology and Imaging Contracts
    - Designated “Best in Class” (BIC) under OPM Category Management
    - DLA and VA take turns leading the procurement
  - DIN-PACS
    - DLA takes the lead
  - Radiation Therapy
    - VA takes the lead

- Benefits
  - Eliminates Duplication of Efforts
  - Leverages Volume to Obtain Better Prices

Partnerships and Roles

- Partner with Defense Health Agency (DHA)
  - DHA Generates Requirements for Military Treatment Facilities (MTF)
  - DLA and DHA Work Closely Together
  - DHA is DLA's Largest Customer

- Other Customers Supported
  - Army
  - Navy
  - Air Force
  - Marine Corps
  - Veterans Affairs (VA)
  - National Institutes of Health (NIH)
  - Bureau of Prisons
  - Foreign Military Sales (FMS)

Joint Medical Acquisition Talks (JMAT) Focus

- **Set the Globe**
  - Collaborate with Industry and Government Partners
  - Strengthen Relationships
  - Networking Opportunities
  - Face to Face Meetings

- **Set the Agency**
  - Streamline Our Processes
  - Brainstorm Complex Issues
  - Reduce Lead Times

- **Set the Supply Chains**
  - Discuss Upcoming Opportunities
  - Discuss Policy Changes
  - Provide Customer's Focus

LOGISTICS
DEFENSE
AGENCY

Cybersecurity and Authority to Operate (ATO)

Cory Martynski
Deputy PM Medical Devices and Equipment (MDE)
Defense Health Agency

Andrew McGraw
APM MDE Non-Centrally Managed Cyber
Defense Health Agency

Terrell McCaa
APM MDE Centrally Managed Cyber
Defense Health Agency

Cybersecurity and Authority to Operate (ATO)

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Defense Health Agency

Audrey Thomas-Gahring
Lead Biomedical Engineer
Capital Equipment Division
DLA Troop Support

Terrell McCaa
APM MDE Centrally Managed Cyber
Defense Health Agency

Quincy Martin
PACS Program Manager
Defense Health Agency

Cyber Security and ATO Q&A

Remarks

Christopher Mosher
Deputy Commander
DLA Troop Support

DEFENSE LOGISTICS AGENCY

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Trade Agreements Act (TAA) and Regulatory Updates

Michael Baron,
Contract Specialist, DLA Troop Support

Katherine McCulloch, Senior Counsel, DLA Troop Support

July 14, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Agenda

Agenda:

1) FAR and DFARS Overhaul
2) Regulatory Tracking
3) Trade Agreements Act Provision/Clause Overview
4) Questions

Disclaimer

DISCLAIMER:

The content on this presentation is for informational purposes only and does not constitute legal advice. No attorney-client relationship is formed by reading this content. Please consult a licensed attorney for advice regarding your specific situation.

If you have questions pertaining to performance or items covered by a contract with DLA Troop Support, contact your Contracting Officer for that contract.

Revolutionary FAR Overhaul

The Revolutionary FAR Overhaul (RFO) is a government-wide initiative to comprehensively streamline and simplify the Federal Acquisition Regulation (FAR) by "returning it to its statutory and executive order origins, rewriting it in plain language, and retaining policies for sound procurement."

Currently implemented through a series of deviations located here:

https://www.acquisition.gov/far-overhaul

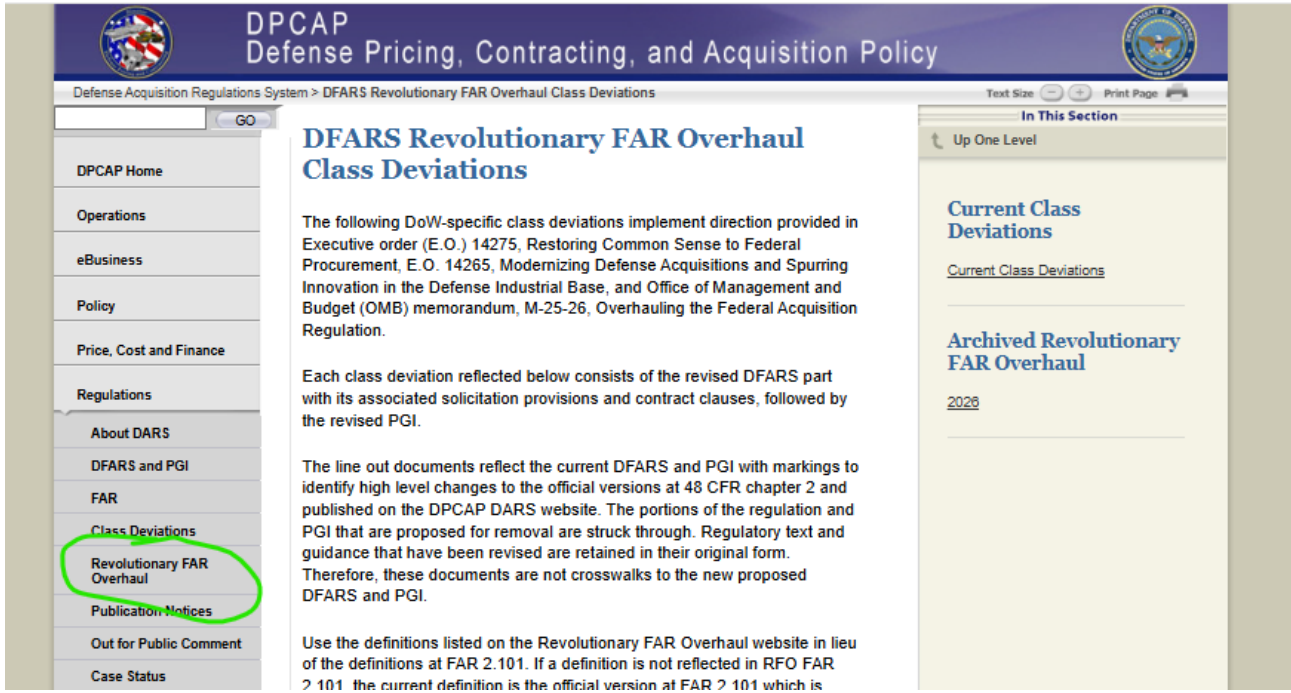
Will eventually follow standard notice and comment procedures - proposed rules are being drafted.

FAR/DFARS Overhaul (Cont.)

DFARS Overhaul

DFARS Overhaul Deviations in effect are located on the Defense Pricing, Contracting, and Acquisition Policy (DPCAP) DFARS webpage:

https://www.acq.osd.mil/dpap/dars/dfars_far_overhaul_class_deviations.html



FAR/DFARS Overhaul (Cont.)

Each deviation comes with an effective date, DFARS part and line-out, DFARS PGI and line-out.

The Deviation Document typically includes the adoption of the Revolutionary FAR Overhaul (RFO) Part.

DFARS Clauses are typically included in Attachment 1 along with the text of the DFARS Part. There is no separate deviation for Part 252.

Class Deviation 2026-O0040, Revision 1 – Revolutionary Federal Acquisition Regulation (FAR) Overhaul Part 22, Defense FAR Supplement (DFARS) Part 222
(24 April 2026)

- Attachment 1, Class Deviation 2026-O0040, Revision 1 – Revolutionary Federal Acquisition Regulation (FAR) Overhaul Part 22, Defense FAR Supplement (DFARS) Part 222
(24 April 2026)
- DFARS Part 222 Line Out
(3 February 2026)
- Attachment 2, Class Deviation 2026-O0040, Revision 1 – Revolutionary Federal Acquisition Regulation (FAR) Overhaul Part 22, Procedures, Guidance, and Information (PGI) 222
(24 April 2026)
- PGI 222 Line Out
(3 February 2026)

FAR/DFARS Overhaul (Cont.)

The transition from the old FAR/DFARS to the Overhaul is an ongoing process that depends largely on whether a solicitation/contract began before DoW's adoption of the overhaul deviations.

Any new solicitations going forward will likely be using the Overhaul provisions and clauses, existing solicitations/contracts may be amended/modified.

Regulatory Tracking

Potential Sources of Change to the FAR/DFARS

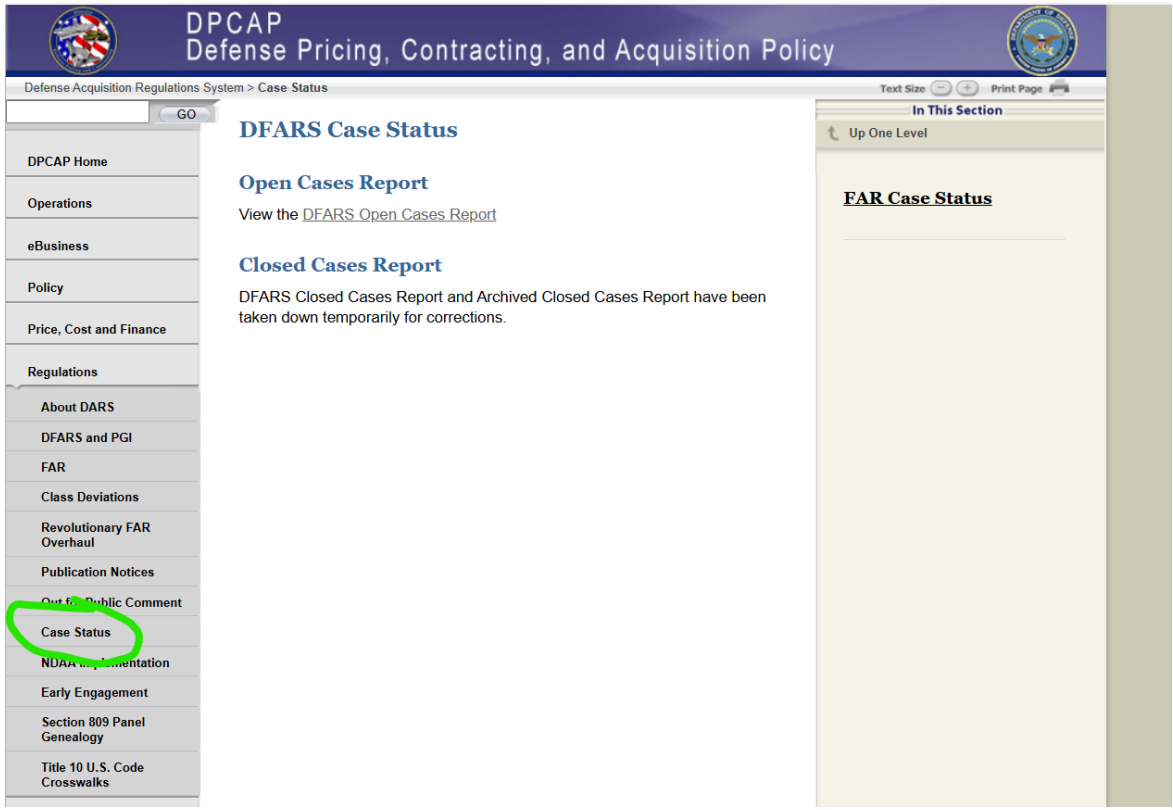
1) Statute (e.g. FY NDAA)
2) Executive Order
3) FAR/DAR Council and OFPP (Policy Concerns, Litigation)

Many of these changes are tracked through FAR/DFARS cases available on the Defense Pricing, Contracting, and Acquisition Policy (DPCAP) website.

https://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html

Regulatory Tracking (Cont.)

Current FAR/DFARS Cases and their status are available on the Defense Pricing, Contracting, and Acquisition Policy (DPCAP) website:



Regulatory Tracking (Cont.)

Open DFARS Cases as of June 12, 2026

Case Number	Part Number	Title	Synopsis	Status
2025-D012	223, 252	(S) Procurement of Cleaning Products	Implements section 856 of the NDAA for FY 2025 (Pub. L 118-159), which generally requires DoD to procure identified cleaning products.	09/10/2025 DARC Director tasked Acquisition Environmental and Contract Management Team-Environmental to draft proposed DFARS rule. Report due 01/14/2026. Report due date extended to 07/22/2026.
2025-D011	234	(S) Low-Rate Production Lots Using Fixed-Priced Options	Implements section 802 of the NDAA for FY 2025 (Pub. L 118-159), which limits the number of low-rate production lots for any production quantities procured using fixed-priced options under certain contracts.	08/27/2025 DARC Director tasked Acquisition Law Team-International Acquisition to draft proposed DFARS rule. Report due 11/05/2025. Report due date extended to 07/29/2026
2025-D010		(S) Prohibition on Procurement of Covered Semiconductor Products and Services	Implements section 853 of the NDAA for FY 2025 (Pub. L 118-159) to prohibit entering into or renewing a contract for the procurement of any covered semiconductor products and services with any entity that knowingly provides covered semiconductor products and services to certain entities.	08/27/2025 DARC Director tasked Acquisition Technology and Information Team to draft proposed DFARS rule. Report due 10/08/2025. Report due date extended to 07/01/2026.
2025-D007	225	(S) Prohibition on Contracting	Implements section 851 of the NDAA for FY 2025	08/27/2025 DARC Director tasked

This report is issued at the end of each week, so vendors can follow each cases development from initiation, to draft rules (including comment periods), to final rules. Cases typically take a long time from start to finish, as policy or legislation shifts can affect their development.

Regulatory Tracking (Cont.)

Current Case Lists Cover Potentially Applicable Issues

(1) Acquisition Regulations
- (a) FAR Overhaul (FAR Cases 2026-001 through 2026-012)
- (b) Unsuccessful Offeror Explanations on Certain Orders under Task/Delivery Contracts (FAR Case 2020-005)

(2) Sourcing Issues:
- (a) Chinese Military Companies Operating in the US (DFARS Case 2024-D012);
- (b) Batteries from certain companies (DFARS Case 2024-D011)
- (c) Batteries containing rare earth elements from certain countries (DFARS Case 2023-D003)
- (d) Semiconductors (FAR Case 2023-0008)
- (e) Printed Circuit Boards from certain countries (DFARS Case 2022-D011)
- (f) Disclosing Foreign Obligations (DFARS Case 2018-D064)

(3) Cybersecurity Requirements:
- (a) Incorporation of NIST SP 800-172 into DFARS clause 252.204-7012 (DFARS Case 2023-D024)
- (b) Efforts under Executive Order 14028 (FAR Cases 2021-017 and 2021-019)
- (c) Cybersecurity Maturity Model Certification (CMMC) Program (Rule issued)

Regulatory Tracking (Cont.)

Cybersecurity Maturity Model Certification (CMMC) Program (Rule Issued)

252.204-7021/252.204-7025

> DFARS Overhaul 240.371-5(a)(1): Until November 9, 2028, in solicitations and contracts, task orders, or delivery orders, including those using FAR part 12 procedures for the acquisition of commercial products and commercial services, except for solicitations and contracts or orders solely for the acquisition of commercially available off-the-shelf (COTS) items, if the program office or requiring activity determines that the contractor is required to have a specific CMMC level.

The CMMC level determination depends on the involvement of Federally Controlled Information (FCI) or Controlled Unclassified Information (CUI) in contractual performance.

There are no determinations yet regarding the Capital Equipment Division's product lines. This is a developing situation.

Regulatory Updates

DFARS Case 2018-D064 regarding Disclosure of Foreign Obligations:

Source: Section 1655 of 2019 NDAA (Pub. L. 115-32)

Stage: Reviewing comments to draft rule (89 FR 90254) and drafting final rule

The proposed rule implements section 1655 of the NDAA for FY 2019, which prohibits DoW from acquiring products, services, or systems relating to information or operational technology, cybersecurity, industrial control systems, or weapon systems through a contract *unless* the offeror or contractor provides disclosures related to sharing source code and computer code with foreign persons or governments.

According to the publication of the draft rule, DoW intends to apply the proposed rule to contracts at or below the SAT and DoW intends to apply the proposed rule to contracts for the acquisition of commercial products including COTS items and for the acquisition of commercial services.

Trade Agreements

Clause 252.225-7021 Trade Agreements – Basic (FEB 2024)

Included in solicitations for eligible products (including PSG 65) instead of Buy American, when the acquisition value exceeds $174,000, barring an exception in FAR 25.401(a)

The Contractor shall deliver only U.S.-made end products, Qualifying Country end products, or Designated Country end products. The rule for determining the country of origin is different for each of these.

Limited exceptions when TAA included in the solicitation/contract:

1) The solicitation/contract specifies exempt items in the Schedule
2) The Contractor specified delivery of non-TAA compliant products in its offer and:
    i) insufficient responsive, responsible offers of compliant products ,or
    ii) national interest waiver

Source: DFARS Overhaul Deviation 2026-O0041 (February 2026) 225.601(6), 252.225-7021(b) and (c)
Note: The DFARS Overhaul Deviation did not change the existing clause

Trade Agreements (Cont.)

Provision 252.225-7020 Trade Agreements Certificate – Basic (Nov 2014)

Three paragraphs:

Paragraphs (a) and (b) discuss definitions and evaluations

Paragraph (c) is the offeror's certification of delivery of U.S.-made, Qualifying Country, or Designated Country end products, and provides a fill-in for the offeror to disclose any nondesignated country end products. When Paragraph (c) is left blank in a submitted certificate, and the offer does not otherwise indicate anything other than a TAA compliant product, the offeror is certifying all end products are TAA compliant (i.e. U.S.-made, qualifying country, or designated country end products). Wyse Technology, Inc. B-297454, Jan 24, 2006. p. 6.

Solicitations may require further information relating to TAA compliance

The certification is subject to the False Claims Act, 31 U.S.C. 3729 et. seq.

Certification located at DFARS Overhaul Deviation 2026-O0041 (February 2026) 252.225-7020
Note: The DFARS Overhaul Deviation did not change the existing provision

Trade Agreements (Cont.)

Relevant Decisions

The Face of the Proposal

Pre-award, an agency may reasonably rely on a firm's representation of TAA compliant end products without further investigation, unless the agency has reason to believe otherwise. *HPI Federal, LLC*, B-422583, August 9, 2024, p. 5.

Further, an agency is not required to look beyond the face of the proposal when nothing included in the proposal reasonably indicates the possibility of non-compliance. W&K Container, Inc. B-422234.2, March 12, 2024 pgs. 7-8. HPI Federal B-422234.2, August 9, 2024, pgs. 8-9.

Trade Agreements (Cont.)

Relevant Decisions (cont.)

The Face of the Proposal (cont.)

However, an agency may, in its discretion, look beyond the proposal even when there is no indication of non-compliance within the proposal. See Master Lock Company, LLC, B-309982.2, June 24, 2008.

When inquiring about a proposal's TAA compliance, the depth of the investigation can depend on what triggered the inquiry including whether it resulted from information outside the proposal or apparent deficiencies within the proposal. See Master Lock Company, LLC, B-309982.2 (email confirmation of location where locks manufactured), June 24, 2008, and HPI Federal (monitor discussion - detailed analysis required where proposal stated "assembled" in the designated country).

Trade Agreements (Cont.)

Definitions:

U.S.-made End Product

(1) **mined, produced, or manufactured** in the U.S.; **or**

(2) **substantially transformed** in the U.S. into a "new and different article of commerce with a name, character, or use distinct from that of the article or articles from which it was transformed"

U.S. – 50 States, D.C., and outlying areas

Outlying areas – Commonwealths (includes Puerto Rico), Territories, and Minor outlying islands

After Acetris Health, LLC v. U.S. (Fed. Cir. 2020), "manufactured" means something different than "substantially transformed"

Sources: DFARS Overhaul Deviation 2026-O0041 (February 2026) 252.225-7021(a) and RFO 2.101

Trade Agreements (Cont.)

Designated Country End Product

A World Trade Organization Government Procurement Agreement country end product, Free Trade Agreement country end product, Least Developed Country end product, and Caribbean Basin Country end product

All similarly defined, with two prongs:

1) **Wholly** the growth, product, or manufacture of the applicable country, **or**

2) **Substantially transformed** in the applicable country into a "new and different article of commerce with a name, character, or use distinct from that of the article or articles from which it was transformed" (some additional statements on services incidental to the product)

Carribbean Basin Country end product has some specific exclusions related to textiles, tuna, and watches and a specific inclusion (petroleum)

Sources: DFARS Overhaul Deviation 2026-O0041 (February 2026) 252.225-7021(a) and RFO 2.101, 10 USC 2518(4)(B)

Trade Agreements (Cont.)

Substantial Transformation

A process that results in a “new and different article of commerce with a name, character, or use distinct from that of the article or articles from which it was transformed”

U.S. Customs and Border Protection (or Court of International Trade) rulings, which are considered a persuasive authority on substantial transformation for the TAA provision/clause, show the depth of analysis that can be involved when determining where substantial transformation has occurred. These rulings are searchable in the online Federal Register.

The GAO and Court of Claims (or Federal Circuit) have issued numerous decisions on the subject.

Trade Agreements (Cont.)

Qualifying Country End Product

(1) **unmanufactured end product** mined or produced in a qualifying country, or

(2) **an end product manufactured** in a qualifying country that

> (i) satisfies a **relative cost of component standard** (see for applicable threshold of qualifying country or US components); **or**
> (ii) is a **COTS item**

Tied to reciprocal defense procurement MOUs or other international agreements and compliance with Arms Export Control Act.

Qualifying country includes Australia, Canada, Egypt, Israel, Japan, and many European countries.

Not included in FAR Trade Agreements Provision/Clause (52.225-5 and 52.225-6)

Sources: DFARS Overhaul Deviation 2026-O0041 (February 2026) 252.225-7021(a) and RFO 2.101

Trade Agreements (Cont.)

Spare Parts and Accessories under TAA sourcing restrictions

The analysis of the Country of Origin determination is generally based on the end item being procured.

If TAA applies, when purchased as the end product, an accessory or spare part must be TAA compliant. Klinge Corp. v. US (Fed. Cl. 2008)

When included with the purchase of a larger system, or maintenance, whether spare parts or accessories must be individually TAA compliant depends on a fact-specific analysis.

Trade Agreements (Cont.)

Executive Order 14392 Ensuring Truthful Advertising of Products Claiming to be Made in America (March 13, 2026)

All agencies overseeing Government-wide acquisition contracts, any Multiple Award Schedule, or any other Government-wide indefinite delivery, indefinite-quantity contracts shall periodically review and verify any "Buy American Act", "Country of Origin USA", or similar American-origin claims for products acquired through these contracts. For any contractors or vendors found to misrepresent an American-origin status of any product sold to the Government, the relevant agency shall remove the products from Government procurement availability and refer the relevant contractors or vendors to the Department of Justice, which may pursue actions under the False Claims Act (31 U.S.C. 3729 et seq.).

Source: 91 FR 13201 Section 2, paragraph (d)

Questions

DEFENSE LOGISTICS AGENCY

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Medical Equipment Repair Parts- Logistics & Acquisition Brainstorming

CW3 Diazlebron, Nomar L.
Chief, Biomedical Equipment Acquisitions LNO
July 14, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Medical Equipment Repair Parts Sourcing and Cataloging

2026 Joint Medical Acquisition Talks (JMAT) Event

Purpose:

To incite discussion about the current challenges and opportunities with procuring medical equipment repair parts for the operational and generating force

Agenda:

- Medical Repair Parts Process for the Operational Force
- Current State
- Analysis
- Questions

Briefing Type:

- Information

Army Use Case- Ordering a Medical Repair Part

Current State

Operational Challenges

Currently the operational forces face a significant challenge when ordering repair parts.

- Obsolesce
- Lack of E-commerce solution
- Long lead times
- Limited acquisition methods (DVD, GPC)

Known Issues

There are many obstacles that could lead to an inability to source items.

- Issues include
  - TAA compliance
  - Proprietary information
  - NDA's
  - Feasibility of service
  - Systems of Record Limitations

Repair Parts

Way Ahead

Services and Industry play a crucial role on the readiness of the services.

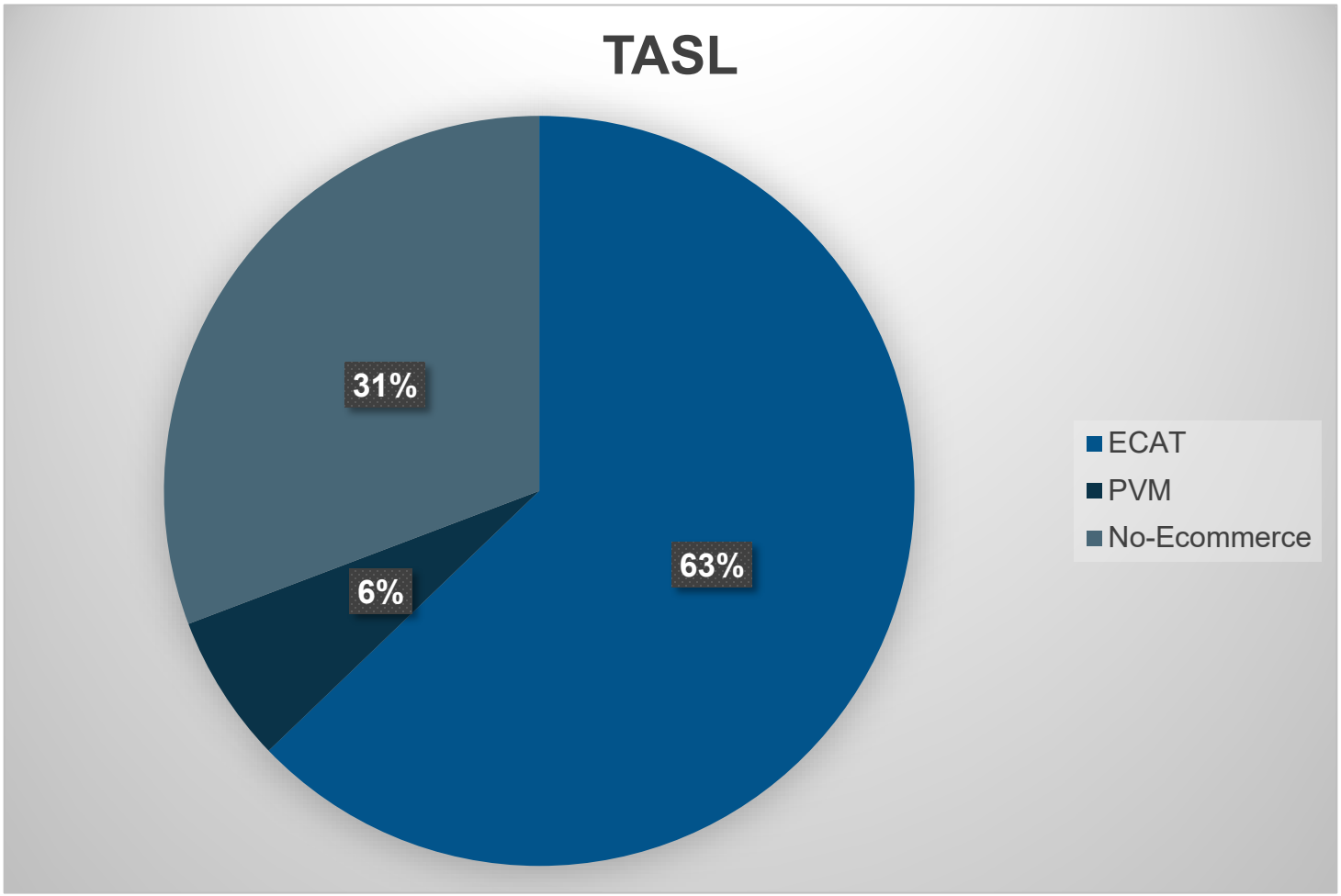
- Identifying schedule repair parts at the beginning of the acquisition.
- Providing a list of recurrent repair parts to the developers.
- Working with acquisition stakeholders to maximize E-commerce solutions.

Possible impacts

The e-commerce solutions have positive impacts to

- Lead times
- Budget Planning
- Resource reliability

Army Theater Authorized Stockage List (TASL) Use Case



Impacts

- **Reduced Lead times**
- **Reliability on resources**
- **Increased readiness**

DEFENSE LOGISTICS AGENCY

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Joint Medical Acquisition Talks

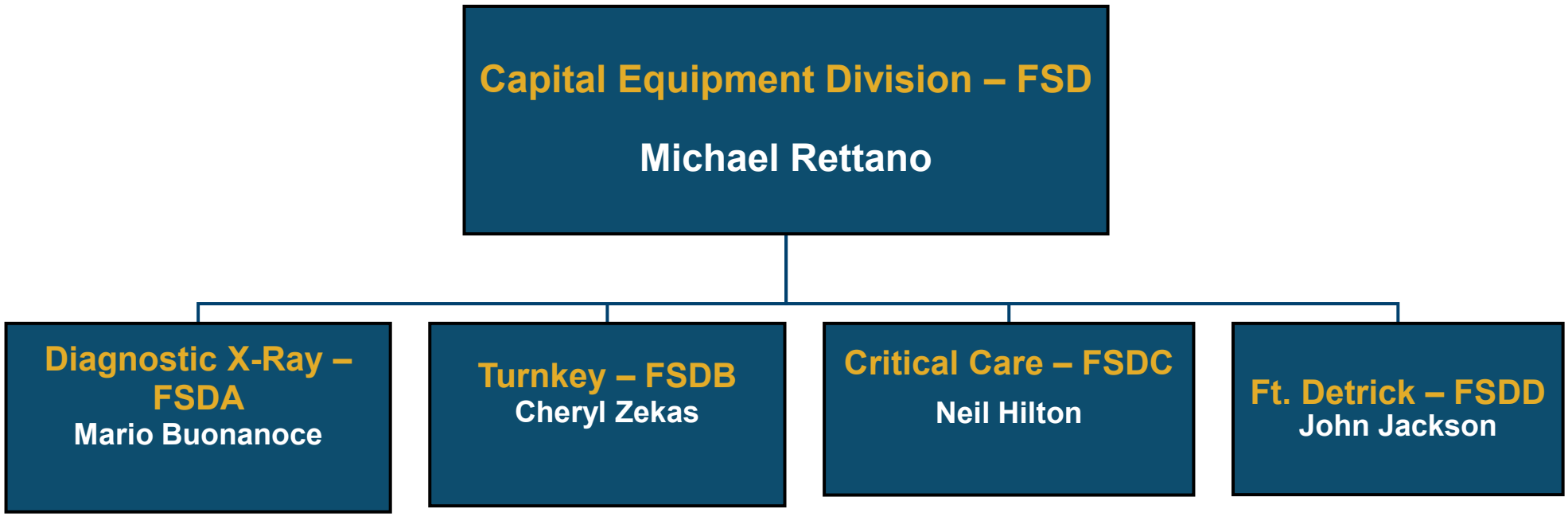
Diagnostic X-Ray Team (FSDA)

Capital Equipment Division

Mario Buonanoce
July 15, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Capital Equipment Division



Diagnostic X-Ray Integrated Supply Team (IST)

Mario Buonanoce
Chief, Diagnostic X-Ray Team

Diemhong (Hong) Walters
Lead Contracting Officer

- **Shawn Carney** — Contracting Officer
- **Michael Baron** — Contracting Specialist
- **Kelly Bayha** — Contracting Specialist
- **Emma Coyle** — Contracting Specialist
- **Thomas Hinchliffe** — Contracting Specialist
- **Ramata Mansaray** — Contracting Specialist

Audrey Thomas-Gahring
Lead Biomedical Engineer

- **Jake Carter** — Biomedical Engineer
- **Evan Elko** — Biomedical Engineer
- **Alex Gaw** — Biomedical Engineer
- **Albin Jojo** — Biomedical Engineer
- **Zehra Khan** — Biomedical Engineer
- **Padma Pothirajan** — Biomedical Engineer
- **Scott Younger** — Biomedical Engineer

Program Overview

- **Radiology and Imaging Systems Program:**
  - $6.5B Multiple Award Program
  - Joint program with the Department of Veterans Affairs (VA) National Acquisition Center (NAC)
  - Recognized by the Office of Management and Budget (OMB) as best-in-class across the entire federal government.
  - Provides for the supply of radiology and imaging systems, and subsystems, in addition to the maintenance services, training, repair parts, accessories, and incidental services related to the purchase of the equipment.
    - Computed Tomography (CT)
    - Magnetic Resonance Imaging (MRI)
    - Digital Radiography (DR)
    - Nuclear Medicine
    - Ultrasound
    - Mammography
    - Radiographic Fluoroscopy
  - Support contingency initiatives for deployable radiology equipment.
  - Electronic Catalog (ECAT) order capability for applicable items.

Program Overview (Cont.)

- **Patient Monitoring and Capital Equipment Program:**
  - $900M Multiple Award Program
  - Provides for the supply of patient monitoring systems, pharmacy automation systems, anesthesia systems, infant care products, critical care products, and subsystems, in addition to any networking/interfacing, upgrades, repair parts, installation, incidental services, accessories, and maintenance related to the purchase of the equipment.
    - Patient Monitoring: Bedside Monitoring, Central Monitoring, Vital Signs Monitoring, Electrocardiograph (ECG), stress test systems.
    - Pharmacy Automation: Point of Use Systems, Refill Center Systems, and Patient Queuing Systems.
    - Integrated Operating Room (IOR): Surgical lights, flat panel arms, integration devices, equipment booms, anesthesia booms, suction solutions, monitors, camera systems, insufflators, nurses' workstations.
    - Critical Care: Defibrillators, Defibrillator/Monitors, and Ventilators.
    - Infant Care: Warmers and Incubators.
  - Support contingency initiatives for deployable monitoring equipment.
  - Electronic Catalog (ECAT) order capability for applicable items.

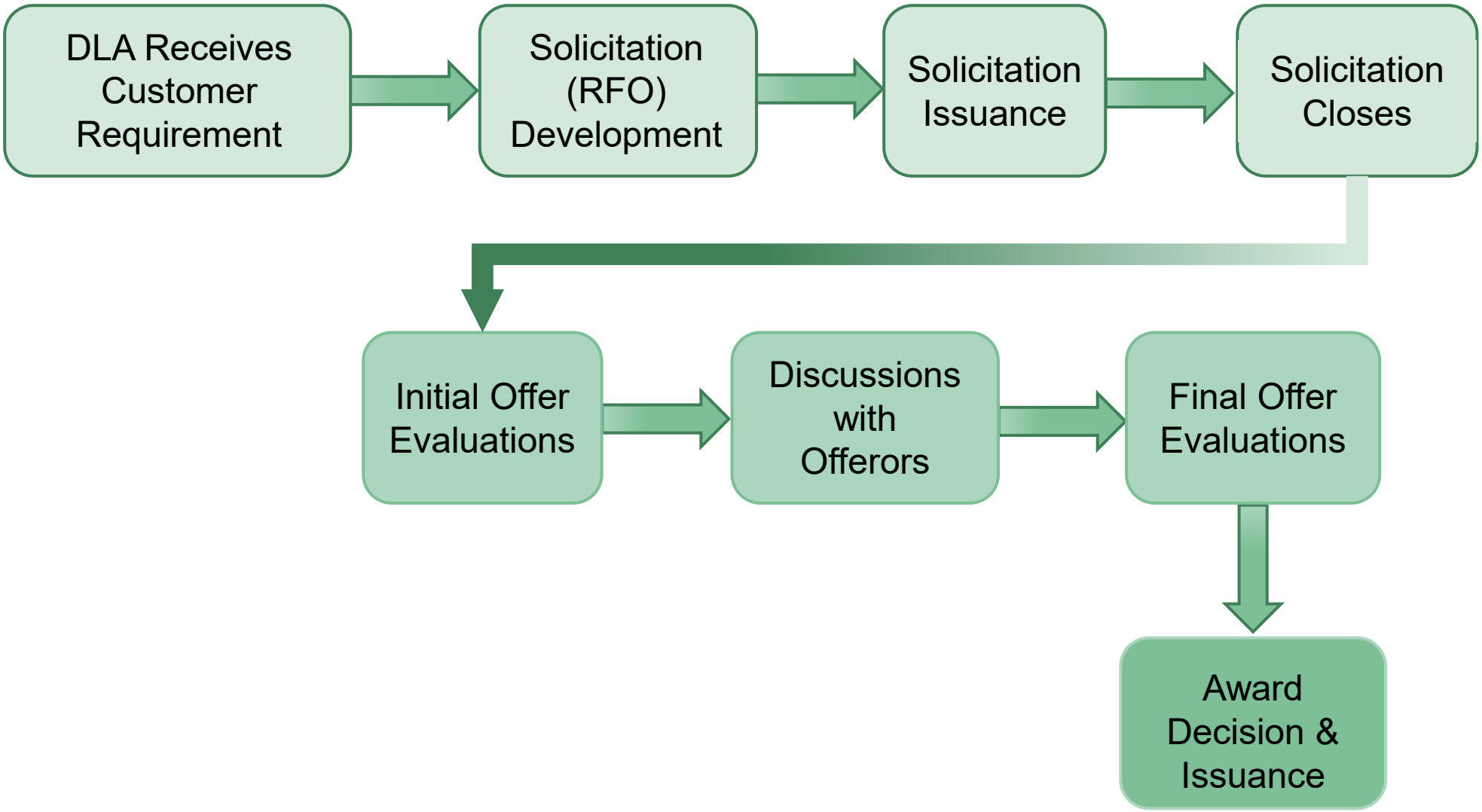
Program Overview (Cont.)

- **Program Eligibility:**
  - Any responsible vendor that can meet all solicitation requirements and whose offered pricing can be determined fair and reasonable is eligible for contract award.
  - The contract award process may take 8 months to 2+ years.
- **Program Opportunities:**
  - Radiology and Imaging Systems Program – Generation III solicitation was issued November 2025 with a March 2026 closing date.
    - Anticipated solicitation open season January 2028.
  - Patient Monitoring and Capital Equipment – Generation IV solicitation is anticipated to be issued mid-CY2027.
- **Opportunity Sources:**
  - SAM.gov – https://sam.gov/
    - Ordering Agency Identifier: SPE2D1 / 36H797
    - NAICS: 334517 (RAD) / 334510 (PMCE)
    - PSC: 6525
  - DLA Internet Bid Board System - https://www.dibbs.bsm.dla.mil//

Program Overview (Cont.)

- **Supported Customers:**
  - Defense Health Agency (DHA)
  - Army
  - Navy
  - Air Force
  - Marine Corps
  - Veteran Administration (VA)
  - National Institutes of Health (NIH)
  - Bureau of Prisons
  - Foreign Military Sales (FMS)
  - Department of Heath and Human Services (HHS)
  - Uniformed Services University of the Health Sciences (USUHS)
- **Location Support Capability:**
  - CONUS and OCONUS

Delivery Order Process



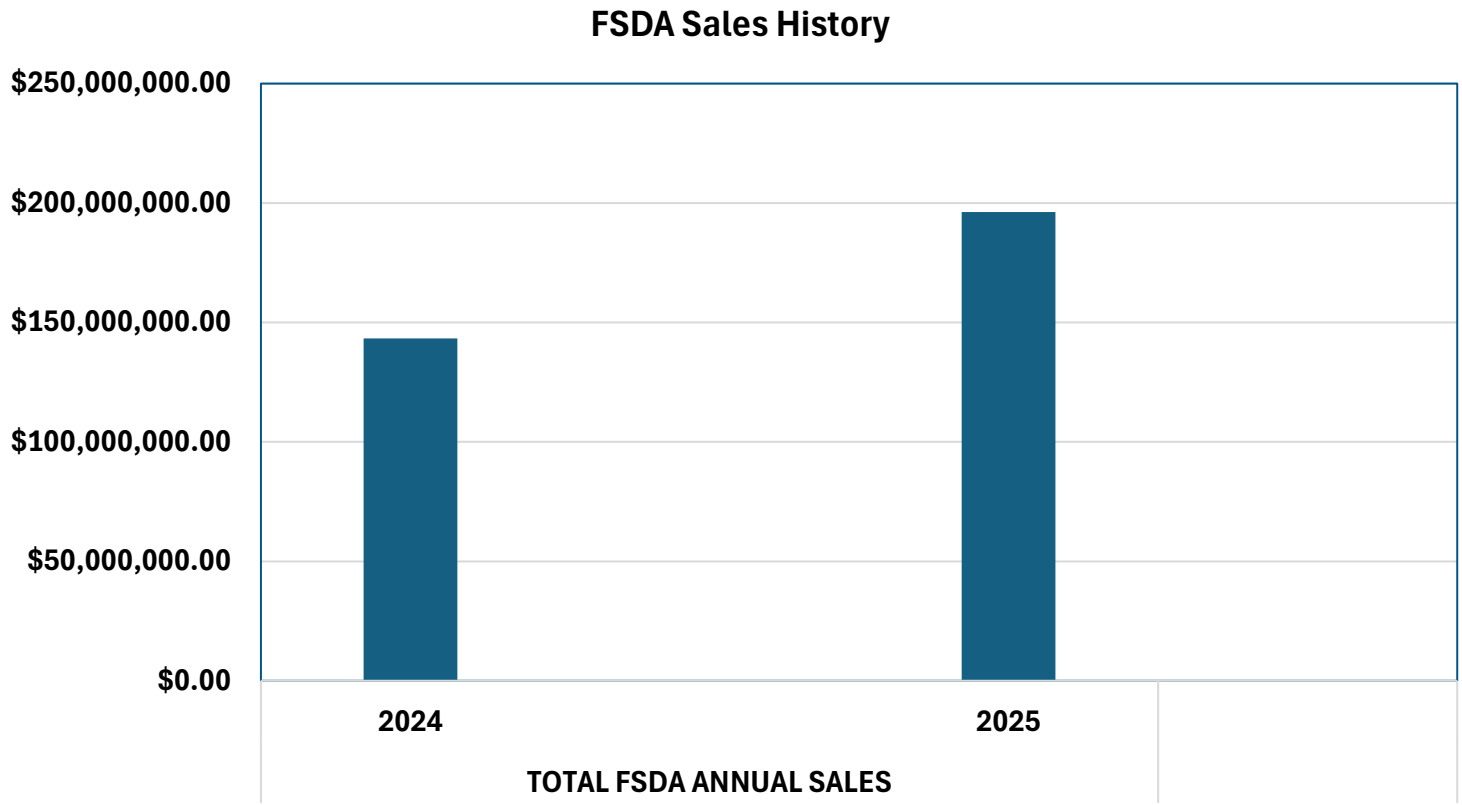
Delivery Order Lead Times

- **Types of Projects and Estimated Lead Times:**

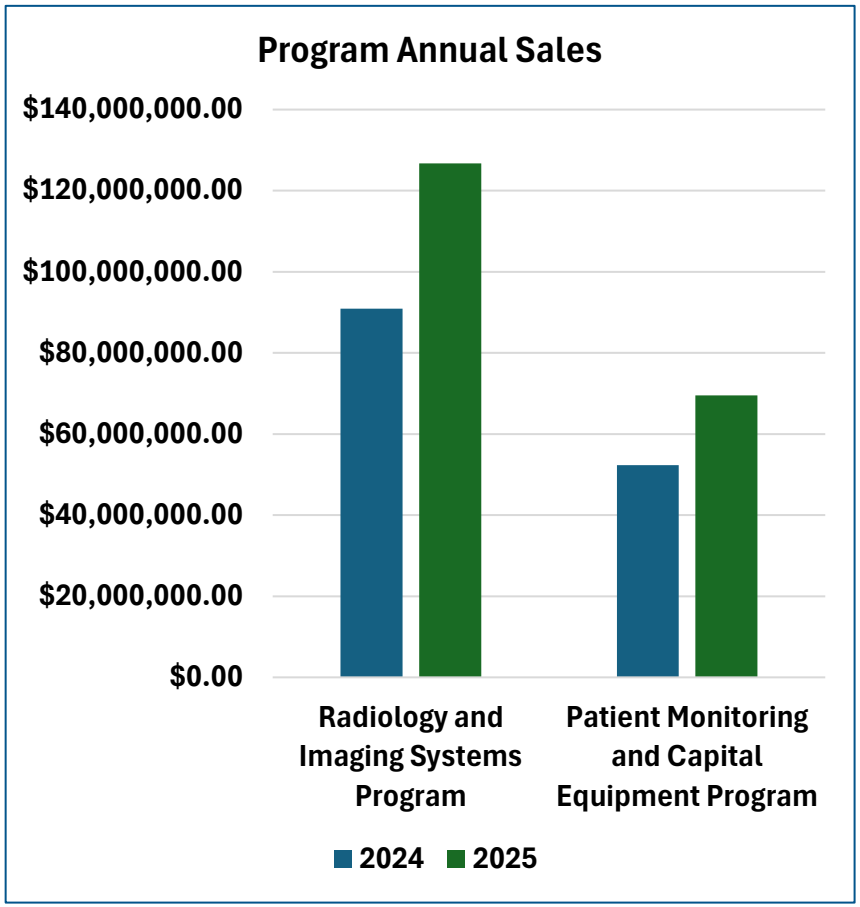
Project Type	Acquisition Method	Estimated Timeline to Award
Routine Delivery Order	Competitive	60-180 days from Solicitation Closing Date or DLA Package Acceptance, if Customer led
	Sole Source/Limited Sources	90-180 days from DLA Package Acceptance and Adequate LSJ Submission
Full Hospital Replacement	Competitive	365-545 days from Solicitation Closing Date
General Equipment Standardizations	Competitive	180-300 days from Solicitation Closing Date
Deployable Equipment Standardizations	Competitive	180-365 days from Solicitation Closing Date

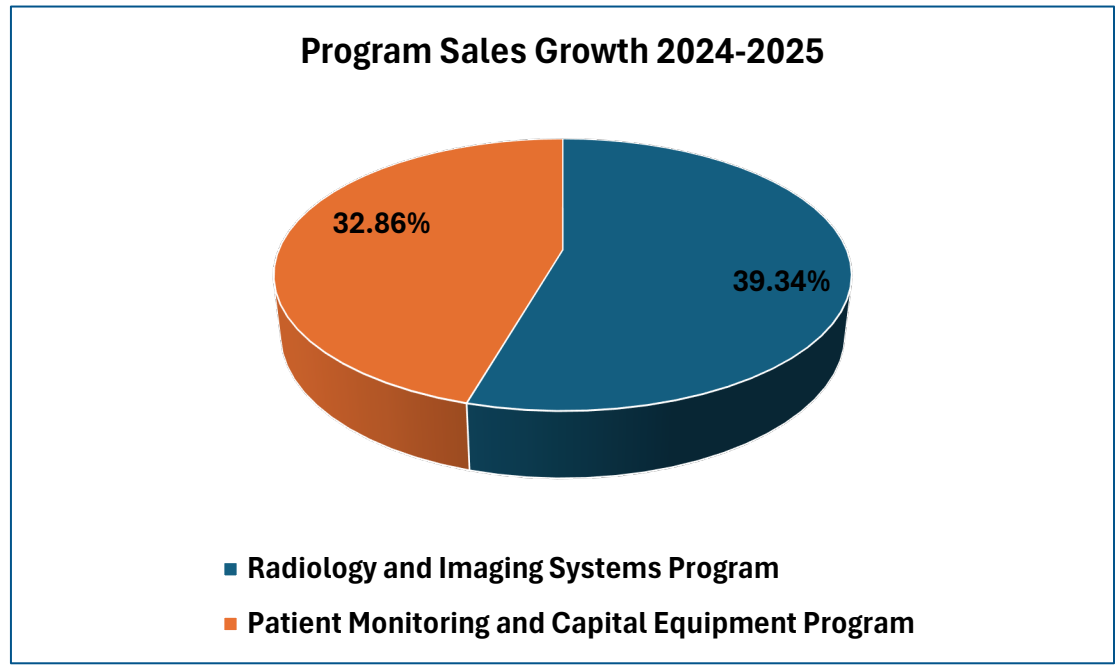
Sales History

- The capital equipment division has approximately $550M in sales annually.
- FSDA makes up approximately 25%-35% of those sales.

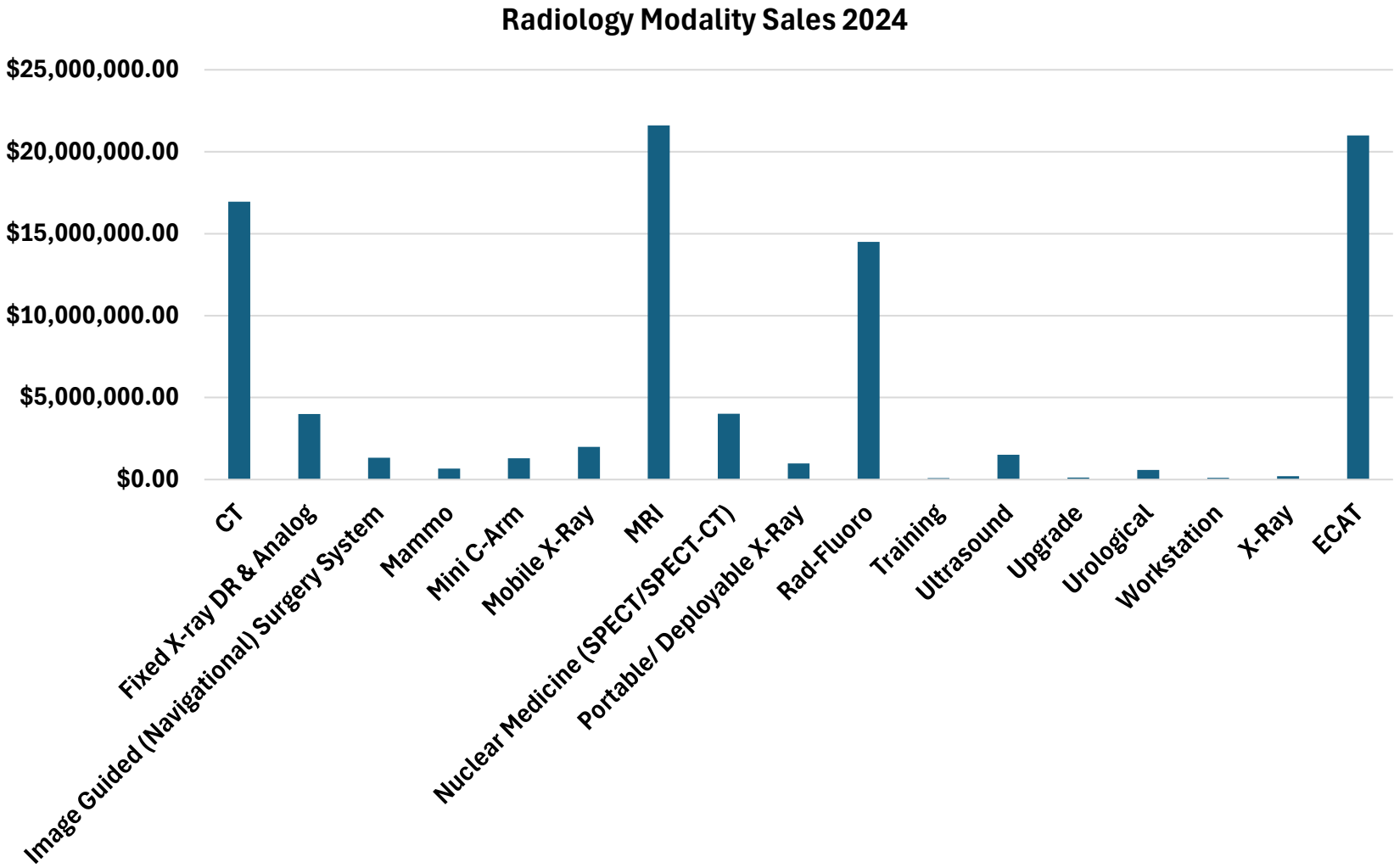


Sales History (Cont.)

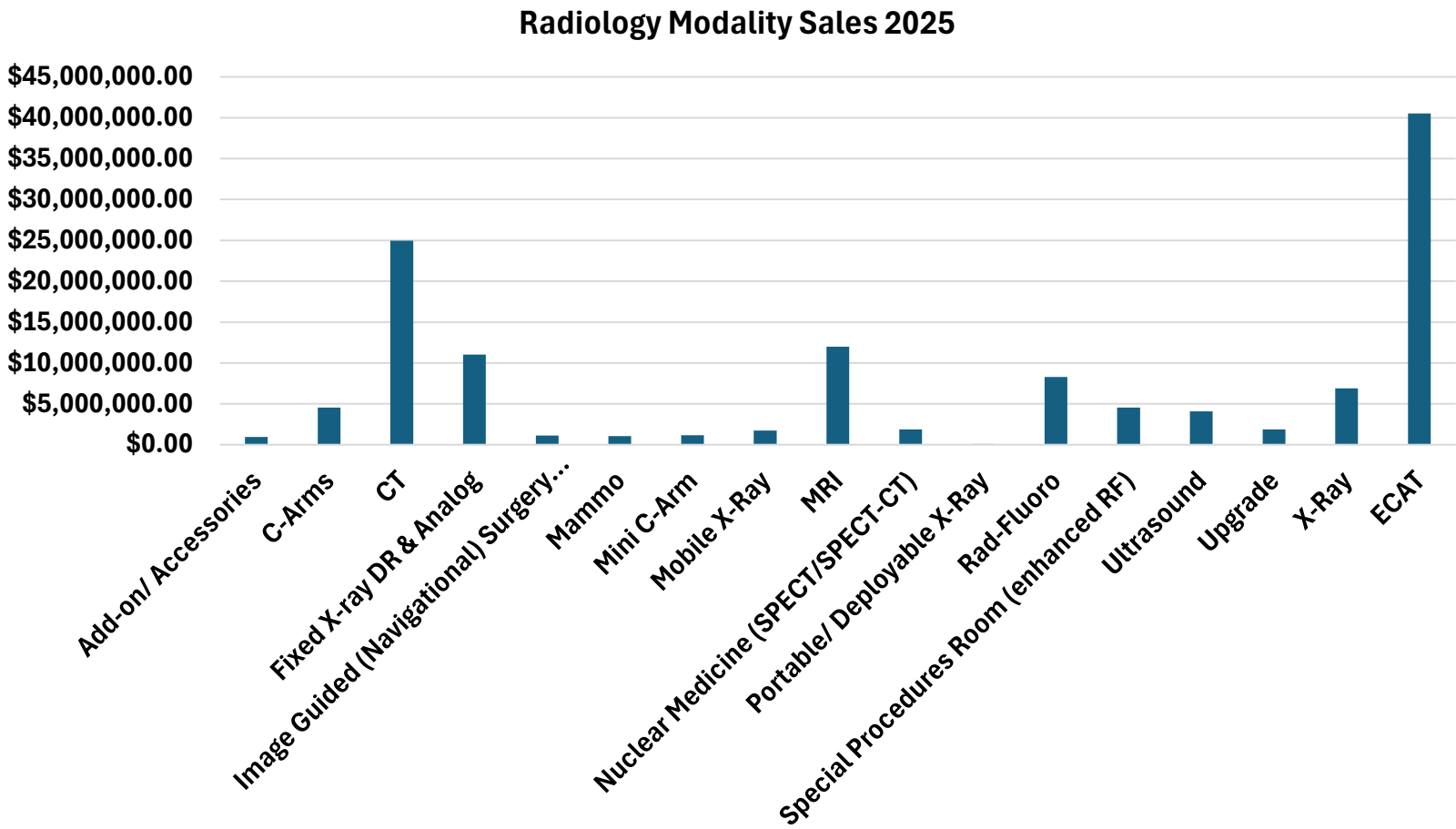




Sales History (Cont.)



Sales History (Cont.)



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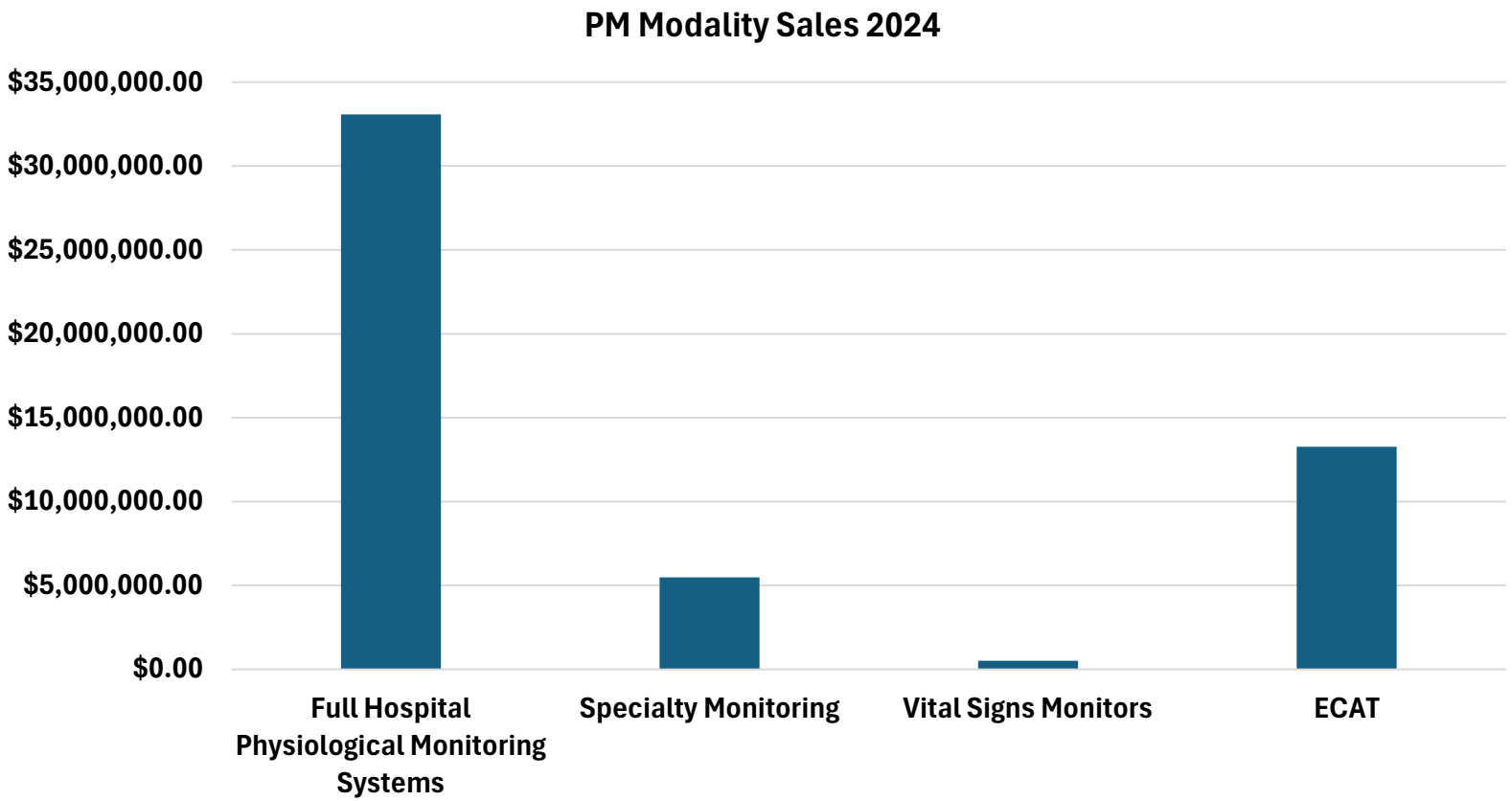
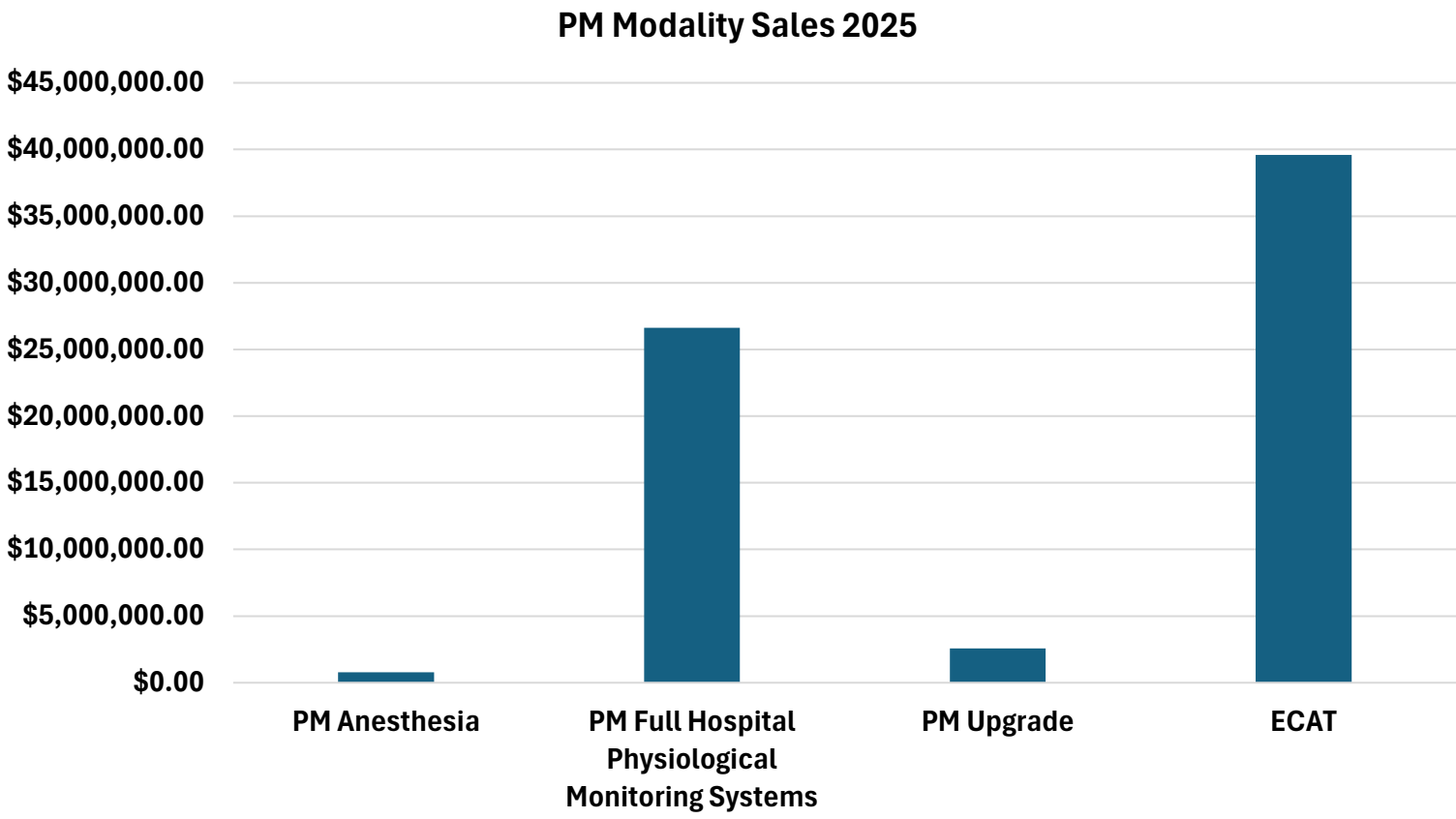


Sales History (Cont.)



Questions

- Additional questions can be directed to Mario Buonanoce and Diemhong Walters using the contact information provided below:
  - Email: Mario.Buonanoce@dla.mil Phone: 445-737-0968
  - Email: Diemhong.Walters@dla.mil Phone: 445-737-9013

DEFENSE LOGISTICS AGENCY

DEFENSE LOGISTICS AGENCY

Established 1961

Joint Medical Acquisition Talks
FSDB – Turnkey Integrated Supply Team (IST)

Zahkiyah Taylor, Lead Contracting Officer

July 15, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Capital Equipment Division

Capital Equipment Division – FSD

Michael Rettano

Diagnostic X-Ray – FSDA
Mario Buonanoce
Diemhong Walters (KO)

Turnkey – FSDB
Cheryl Zekas
Zahkiyah Taylor (KO)

Critical Care – FSDC
Neil Hilton
Anthony Giunta (KO)

Ft. Detrick – FSDD
John Jackson
Christina Heller (KO)

Sabrina Pineda	Diana Kinnard	Amy Connor
Embedded TVLS	Embedded TVLS	Embedded TVLS

Turnkey IST (FSDB) Personnel

Cheryl Zekas
Chief, Turnkey IST

Zahkiyah Taylor
Lead KO (Unlimited)

- **Marie Serrano - KO**
- **Christine Welker - KO**
- **Colleen Quinn**
- **Rebecca Adams**
- **Alyssa Pecillo**
- **Juliana Scafidi**
- **Marco Sifoni**

Charlene Harley
Lead Engineer

- **Ajin Abraham**
- **Kadeem Dwyer**
- **Christopher Mikus**
- **Nicolas Perrusquia**
- **Bohdan Tkachov**

FSDB Product Lines

DIN-PACS IV

- Cardiology
- Radiology
- System Maintenance
- Vendor Neutral Image Archives (VNA)

Open Market

- Voice Dictation
- Digital Dental
- Commercial Maintenance

Extended & Turnkey Installation

- Humanitarian Efforts (OCONUS)
- Engineering Support

Electronic Catalog (ECAT)

- Ophthalmologic Laser Surgery Systems

Our Customers

Supporting

- Air Force, Army, Army National Guard, Navy, Coast Guard, Marines
- Federal Bureau of Prisons
- Defense Health Agency
- Indian Health Services
- Department of Veterans Affairs

Worldwide Customer Support

- CONUS
- OCONUS

Digital Imaging Network-Picture Archive Communication Systems

- DIN-PACS is the Government's official term, distinguishing it from the commercial industry's term PACS
- DIN-PACS provides secure, interoperable, enterprise-wide medical imaging management for the DoD and VA, enabling unified image access across departments, facilities, and global operations
- DIN-PACS contracts, awarded by FSDB & VA NAC, enable Medical Treatment Facilities and VA Medical Centers to access a service member's medical imaging and health records anywhere in the world

History of DLA DIN-PACS Program

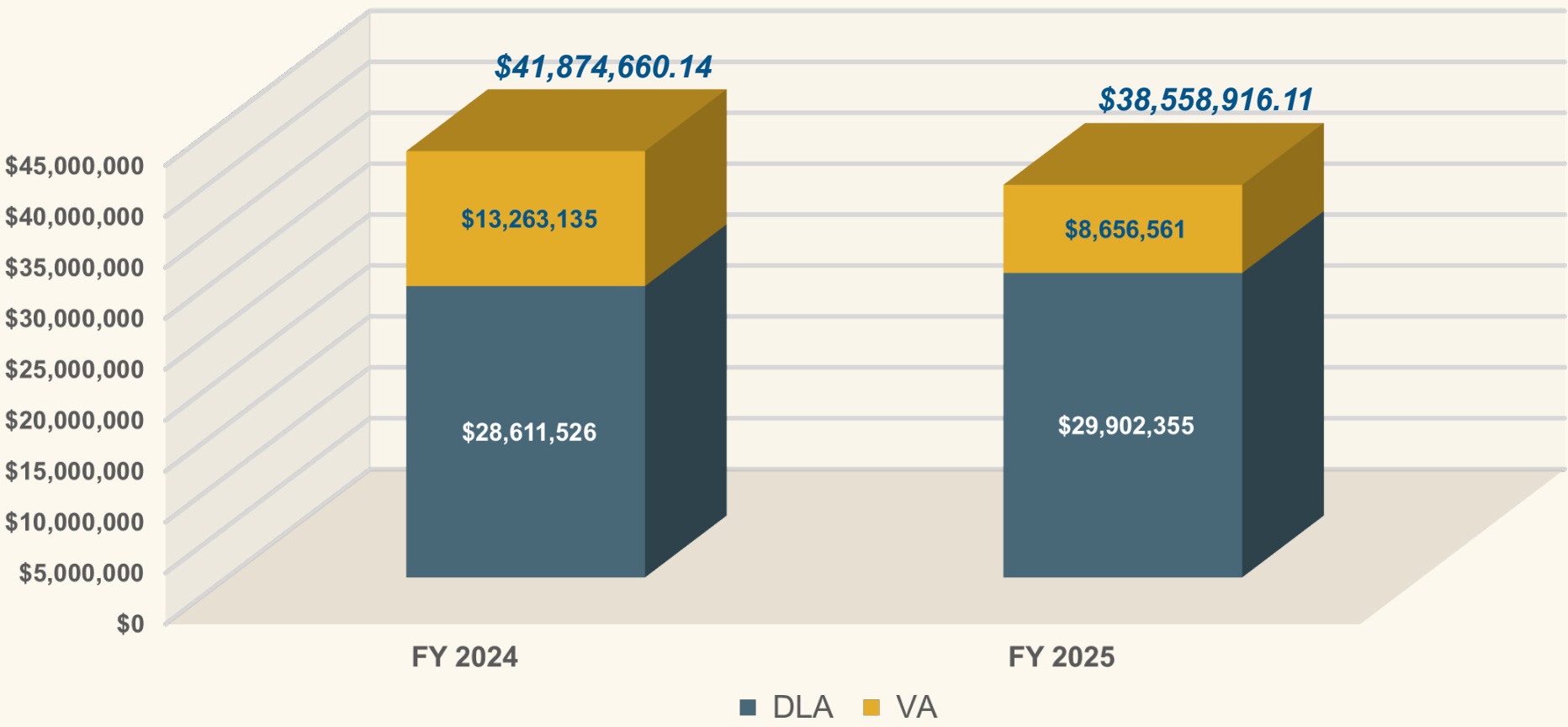
Joint Program with the Defense Logistics Agency and the Department of Veterans Affairs National Acquisition Center

- DIN-PACS I multiple award program awarded in 1998
- DIN-PACS II multiple award program awarded in 2004
- DIN-PACS III multiple award program awarded in 2011
- DIN-PACS IV multiple award program awarded in 2016
  - Current Program

Radiology & Cardiology DIN-PACS and Maintenance

- Seven (7) Indefinite-Delivery, Indefinite-Quantity Contracts (IDIQ)
  - Multiple Award Program
  - Up-to ten (10) year contracts
  - Requirements established by the customer
  - All vendors that met solicitation requirements were awarded a contract (currently closed)
  - Requirements are competed amongst all contract holders
- Supported by Biomedical Engineering and Contracting Teams

FSDB FY 2024 – 2025 Sales



Future Program Offerings: DIN-PACS V

DIN-PACS V

Specialties:

- Cardiology
- Dental
- Dermatology
- Endoscopy
- Nuclear Medicine
- OB-GYN
- Oncology
- Ophthalmology
- Pathology
- POCUS
- Radiology
- Sleep Lab
- Veterinary
- Vendor Neutral Image Archives

Support:

- DINPACS Maintenance
- Extended and Turnkey Installation

Solicitation# SPE2D1-26-R-0001

- Estimated issue date: Late July / Early August
- Estimated closing date: Seven years following issue date

Acquisition Methods & Timelines

IDIQ: 6 - 9 Months after receipt of proposal

Long-term IDIQ contracts run for a fixed performance period (up to 10 years)

ECAT Contract: 6 - 9 Months after receipt of proposal

Ophthalmologic lasers are awarded via the DLA Troop Support Medical Electronic Catalog

Acquisition Type

Open Market: 240 – 365 Days after receipt of requirement

Open market buys use a public RFQ/RFP process where any qualified vendor may submit bids

Request for Offer: 365 – 545 Days after receipt of requirement

Individual delivery orders are competed through the Request for Offer (RFO) process

Contract Modifications

Process

Email modification requests to the appropriate government contract administrator POC

- Complete and attach “Attachment B” and “Attachment C” and any additional required price support documentation within email, if applicable
- Very minor contract modifications may not require both “Attachment B” and “Attachment C.” Ask your gov contract administrator POC if you are unsure

Timeline

Timeline can vary based upon:

- Number of new items being added (price analysis is determined using a sample of total items being added)
- Number of varied changes being requested (Add new items, delete old items, revise part numbers, change item descriptions, etc.)
- Due to the varied nature of contract mod requests, DLA recommends vendors submit no more than one “large” price book request per quarter
- Minor contract modifications will be processed within 30 days (Vendor POC information update, address update, other small administrative changes, etc.)

Price Book \ Quote Management

Price Book Best Practices

Price book format and formulas must remain uniform

- No edits to the Price book format or formulas
- No additional tabs are to be added
- Ensure the VLOOKUP is fully functional (no errors on Excel sheet) prior to sending to the DLA Contracting POC

Quote Best Practices

- Ensure quoted items are in official Government price book
  - Exception for zero-dollar items
- Ensure line item includes itemized pricing

FSDB Primary Points of Contact

NAME	TITLE	EMAIL
Cheryl Zekas	Supervisor/IST Chief	Cheryl.Zekas@dla.mil
Zahkiyah Taylor	Contracting Officer	Zahkiyah.Taylor@dla.mil
Charlene Harley	Lead Biomedical Engineer	Charlene.Harley@dla.mil

Q & A

LOGISTICS
DEFENSE
AGENCY

DEFENSE LOGISTICS AGENCY

Established 1961

Critical Care Integrated Supply Team (IST) Overview

Neil Hilton, IST Chief
July 15, 2026

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Capital Equipment Division

Capital Equipment Division – FSD
Michael Rettano

- **Diagnostic X-Ray – FSDA**
  Mario Buonanoce
  Diemhong Walters (KO)
- **Turnkey – FSDB**
  Cheryl Zekas
  Zahkiyah Taylor (KO)
- **Critical Care – FSDC**
  Neil Hilton
  Anthony Giunta (KO)
- **Ft. Detrick – FSDD**
  John Jackson
  Christina Heller (KO)

Sabrina Pineda	Diana Kinnard	Amy Connor
Embedded TVLS	Embedded TVLS	Embedded TVLS

Programs & Product Lines

Equipment Electronic Catalog (ECAT)

- **Aspirators**
- **Dental X-Ray Systems (Digital & Analog)**
- **Infusion Pumps**
- **Medical Lasers**
- **Pulse Oximeters**
- **Robotic Surgery Systems**
- **Resuscitators**
- **Suction Apparatuses**
- **Equipment Using Ultrasound Technology**

Patient Monitoring & Capital Equipment (PMCE)

- **Defibrillators**
- **Defibrillator/Monitors**
- **Integrated Operating Room (IOR) Systems**
- **Ventilators**

Corporate Exigency Contracts (CEC)

- **Dual-Aeromedically Certified:**
  - **Defibrillators**
  - **Suction Apparatuses**
  - **Ventilators**

Non-Commercial Medical Equipment (NCME)

- **Non-Developmental Medical Equipment**
- **Deployable Oxygen Systems**

Shared Solicitation

- Hospital Supply Division
- Expanded Scope
  - Examination tables/surgical tables
  - Hospital beds/chairs/stretchers
  - Laboratory analyzers
  - Litters
  - Sterilizers
  - Medical refrigerators and other medical storage systems
  - Ophthalmic equipment, including but not limited to, ophthalmic imaging systems, optical coherence tomography (OCT) and optical coherence tomography angiography (OCTA) systems, ophthalmic picture archiving, ophthalmic picture archiving and communication systems (PACS), polarimetry imaging systems, software, equipment, workstations for, and maintenance of such systems.
  - Dental equipment, including but not limited to, dental PACS, software, equipment, workstations for, and maintenance of such systems.
  - Medical simulation equipment that is used for training purposes

Corporate Exigency Contract (CEC)

- Dual-Aeromedical Certification
  - Safe-to-Fly (STF)
  - Airworthiness Release (AWR)
- Access to inventory
- Time-phased delivery requirements

Noncommercial Medical Equipment (NCME)

- Devices/Systems must be noncommercial at time of award
- Consumables/Accessories may be commercial
- Defense Contract Audit Agency (DCAA)

General Overview

Sales

- FY25 $218 Million

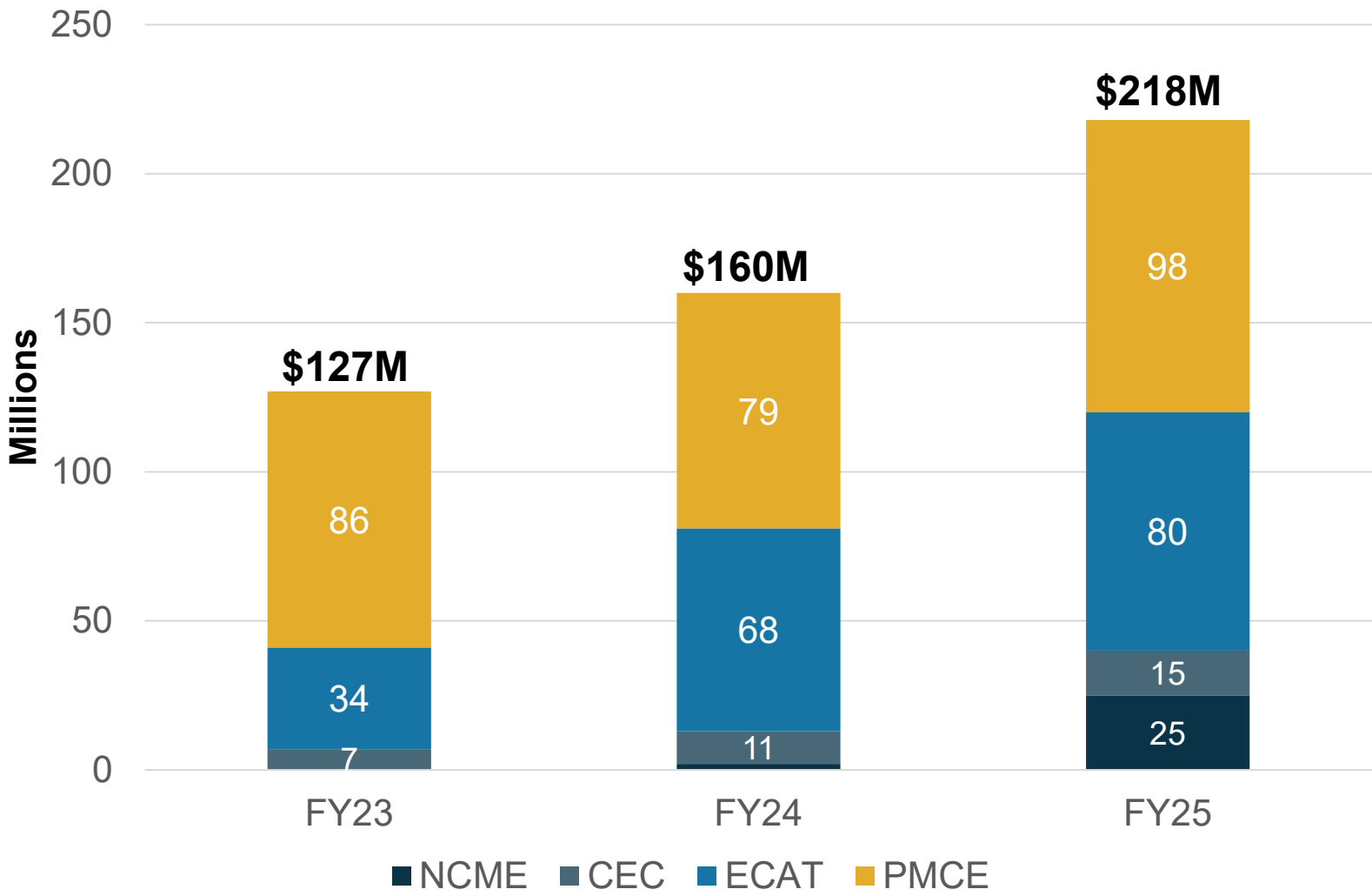
Contract Information

- Manage approximately 38 large, long term Indefinite Delivery, Indefinite Quantity (IDIQ) contracts
- Dollar values range from $10 Million to $800 Million.

Customers

- Defense Health Agency (DHA)
- Army
- Navy
- Air Force
- Marine Corps
- Veteran Administration (VA)
- National Institutes of Health (NIH)
- Bureau of Prisons
- Foreign Military Sales (FMS)

FSDC Sales FY23-FY25



Manual Equipment ECAT Orders

- Complex and/or highly configurable equipment
  - Surgical Robot Systems
  - Medical Lasers
  - Digital Dental Systems
  - Maintenance

Competitive Requirements Valued **under** the SAT

- **Funding Document**
- **Equipment Customer Checklist**
- **Quote**
- **Customer Best Value Determination (CBVD)**
- **Statement of Work (SOW)**
- **Installation & Incidental Services Approval Form***
- **IA/RMF/Cybersecurity Documents**

Competitive Requirements Valued **at or above** the SAT

- **Funding Document**
- **Equipment Customer Checklist**
- **Salient Characteristics Questionnaire or SOW***
- **Any Market Research Quotes**
- **Installation & Incidental Services Approval Form***
- **IA/RMF/Cybersecurity Documents**

Limited Source Requirements

- **Funding Document**
- **Equipment Customer Checklist**
- **Quote**
- **Limited Source Justification (LSJ) Worksheet**
- **SOW***
- **Installation & Incidental Services Approval Form***
- **IA/RMF/Cybersecurity Documents**

*If applicable

Ordering Procedures

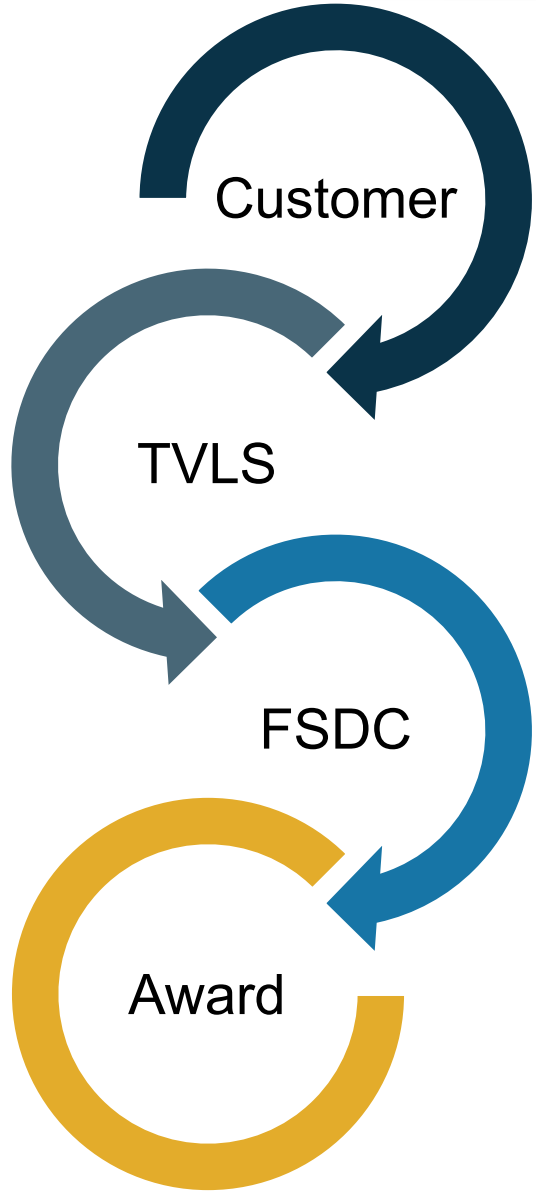
PMCE

Request for Offers (RFO)

1. Identifying Requirements
2. Developing RFO Packages
3. Issuing RFO
4. Offer Evaluation
5. Preparing Requisition Package
6. Submitting Requisition Package to DLA
7. DLA Acceptance of Package
8. DLA Review
9. Selection and Order Issuance

RFO Lead

- DHA
  - Procurements less than $6.5 Million
- DLA
  - Any procurement exceeding $6.5 Million.
  - Full Hospital Patient Monitoring
  - Any procurement involving First Article Testing (FAT)
  - Equipment modified to be deployable
  - Standardizations



Contract Modification Process

ECAT

Item Additions

- Quarterly requests
- Other than Certified Cost & Pricing Data
- Price Reasonableness Determinations
- Product Literature, Specifications, etc.

Item Deletions

- May be requested at any time
- Item Master Sheet only
- Key Fields must match current records

Item Updates Unrelated to Price Increases

- May be requested at any time
- Key Fields must match current records
- Changes to Key Fields require deletions and adds

A	B	C	D	E
*Manufacturer Name	*Manufacturer Part Number	*National Drug Code	Supplier Name	*Supplier Part Number

MediPrice Item Master | MediPrice Price Offer | Field Definitions | Cou

A	B	C	D	E	G	H	L
*Manufacturer Name	*Manufacturer Part Number	*National Drug Code	Supplier Name	*Supplier Part Number	*Unit Of Sale Code	*Items Per Unit Of Sale Qty	*Price Group ID

MediPrice Item Master | MediPrice Price Offer | Field Definitions | Country Codes ...

Contract Modification Process

Price Changes

- Decreases
  - May be requested at any time

- Increases
  - Economic Price Adjustment (EPA)
    - See specific solicitation
  - Other than Certified Cost & Pricing Data
  - Prices must be determined Fair and Reasonable before contract modifications

It is the responsibility of the contractor to ensure that the unit price of the item matches the contractor's current contract price prior to acknowledgement of an order.

Contract Modification Process

PMCE

PMCE Price Book

- Must submit all proposed changes via the PMCE Price Book

ECAT Administrative Contracts

- Submit proposed changes via the MediPrice Template **after** scope determination

Contractor: **COMPANY XYZ**
Contract #: **SPE2D1-17-D-8###**
Mod #: **P######/V######**
Effective Date: **##-##-####**

Define each Discount Percentage by entering the Modality or System name in the boxes below

						1	2	3
Update Action	Catalog Number	Short Description	Long Description	UOM	List Price	Discount Percentage 1	Discount Percentage 2	Discount Percentage 3
	1	WIDGET	PMCE Item	EA	$ -	0.00%	0.00%	30.00%
	2	WIDGET	PMCE System	EA	$ 101.00	10.00%	20.00%	30.00%
	3	WIDGET	PMCE Workstation	EA	$ 102.00	10.00%	20.00%	30.00%
	4	WIDGET	PMCE Training	EA	$ 103.00	10.00%	20.00%	30.00%
	5	WIDGET	A	EA	$ 104.00	10.00%	20.00%	30.00%
	6	WIDGET	B	EA	$ 105.00	10.00%	20.00%	30.00%
	7	WIDGET	C	EA	$ 106.00	10.00%	20.00%	30.00%
	8	WIDGET	D	EA	$ 107.00	10.00%	20.00%	30.00%
	9	WIDGET	E	EA	$ 108.00	10.00%	20.00%	30.00%
	10	WIDGET	F	EA	$ 109.00	10.00%	20.00%	30.00%
	10	WIDGET	G	EA	$ 110.00	10.00%	20.00%	30.00%

OFFER-MOD REQUEST | Catalog | DISCOUNTS | LOOKUP

Opportunities

Current

PROGRAM	RFP NUMBER	CONTRACT LENGTH	RFP CLOSING DATE
Equipment ECAT Gen V	SPE2DH-21-R-0002	5-Year Base Period	Dec 2026

Future

PROGRAM	RFP NUMBER	EST. CONTRACT LENGTH	EST. ISSUE DATE
CEC – Ventilator	TBD	1-Year Base Period & Four 1-Year Option Periods	TBD
Equipment ECAT Gen VI	SPE2DH-26-R-0002	5-Year Base Period & One 5-Year Option Period	Dec 2026
PMCE Gen II	TBD	5-Year Base Period & One 5-Year Option Period	TBD

Q&A

DEFENSE LOGISTICS AGENCY

DEFENSE LOGISTICS AGENCY

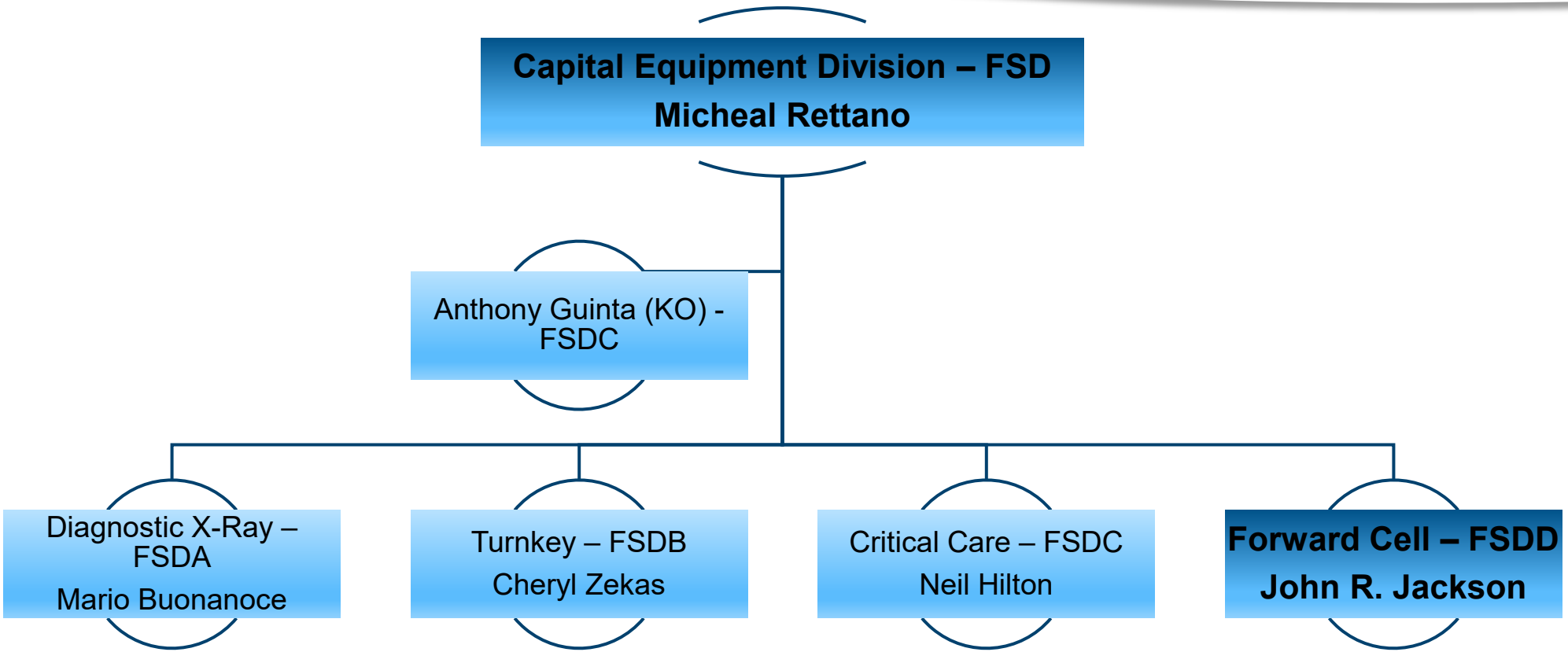
Established 1961

Fort Detrick Contracting Branch

John R. Jackson, Branch Chief
July 15, 2027

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

Capital Equipment Division

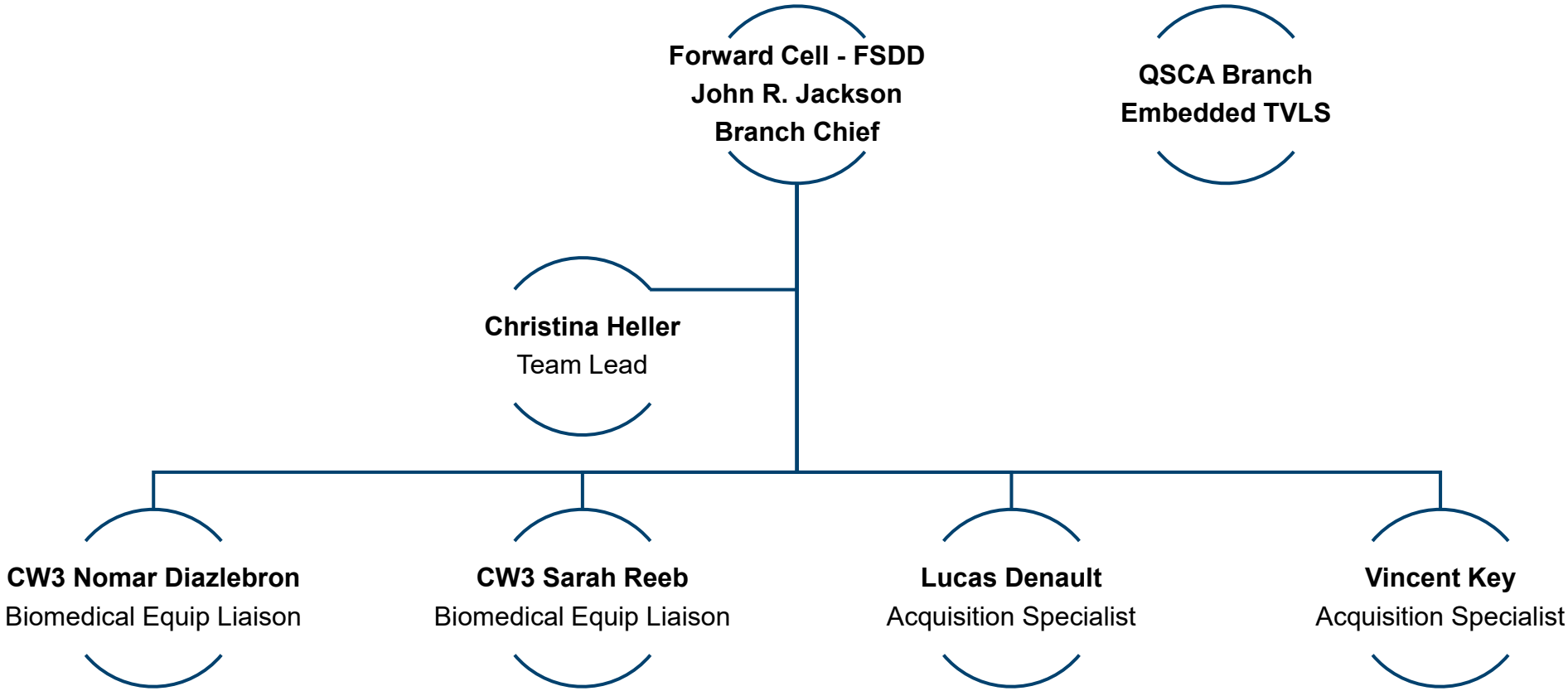


Sabrina Pineda
Embedded TVLS

Kinnard, Diana
Embedded TVLS

QSCA CS Branch
Ft Detrick
Embedded TVLS

Fort Detrick Forward Cell - FSDD



Current Product Lines

Ft. Detrick Contracting FSDD

- Radiology Maintenance
- Radiation Therapy
- Pharmacy Automation

General Overview

Forward Cell - FSDD

Sales

- Approximately $123* Million per year

General Product Line Information

- Joint DLA/VA program: Radiation Therapy
- Radiology and Imaging Service Maintenance Agreements (R&I SMA)
- Pharmacy Automation Product Line – part of the Patient Monitoring and Capital Equipment program.

Forward Cell

- DLA Troop Support's "Forward Face" to the Customer
- Collocated with Key Customer Base at Ft Detrick

*Includes Manual and ECAT orders

Radiology & Imaging Service Maintenance Agreements

Program

- Radiology and Imaging Program. Joint DLA/VA program co-administered by both agencies.

Customers

- DHA
- NIH
- NAIHS
- Other Federal Agencies

Importance

- Required to maintain current equipment in network for the life of the equipment
- Annual requirements

Challenges

- Funding / Timely Submission
- Inaccurate Quotes
  - Missing Part Numbers
  - Part Numbers not on contract

R&I Consolidation Efforts

Current Consolidations

- DHA Air Force: ~Dec. $20M
- DHA Navy: ~May. $21M

Future Consolidation(s): Est. FY27

- DHA Army: ~$28M
  or
- DHA Whole Enterprise: ~$70M

Radiation Therapy

Program

- This acquisition is a joint VA and DLA recurring requirement for Radiation Therapy Equipment.
  - The purpose of the Radiation Therapy Equipment contract(s) is to obtain compatible, uniform, quality products at the best prices possible for the VA and Other Government Agencies.
- VA is the primary administrator

Items Purchased

- Radiation Therapy Systems, Upgrades and Accessories to include training and installation
- Computer-controlled and Imaging-guided Linear Accelerator Systems
- Specialized Stereotactic Radiosurgery Systems such as Gamma Knife
- Robotic Linear Accelerator Systems such as Cyberknife
- 3D imaging-based Simulator Systems
- Record and Verify Systems
- 3D Treatment Planning Systems
- Orthovoltage Systems and Accessories
- High Dose Rate (HDR) Brachytherapy Systems and Accessories
- Computer-controlled Quality Assurance devices
  - 3D water scanners
  - 3D humanoid phantoms
- Service Maintenance *New*

Challenges

- Long Lead Times
- Authority to Operate (ATO)

Pharmacy Automation

Program

- DLA Patient Monitoring and Capital Equipment Program

Items Purchased

- Pharmacy Automation includes
  - Pharmacy Systems
  - Inpatient/Outpatient
  - Point of Use Systems
  - Refill Center Systems
  - Patient Queuing Systems
  - Annual Maintenance.

Ordering

- Most Items available on ECAT

Challenges

- Long Lead Times for installation

QUESTIONS?

FSDD Points of Contact

John R. Jackson
Branch Chief
John.r.Jackson@dla.mil

Christina F. Heller
Acquisition Team Lead
Christina.Heller@dla.mil

CW3 Nomar Diazlebron
Biomedical Equipment Acquisitions LNO
Nomar.Diazlebron@dla.mil

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